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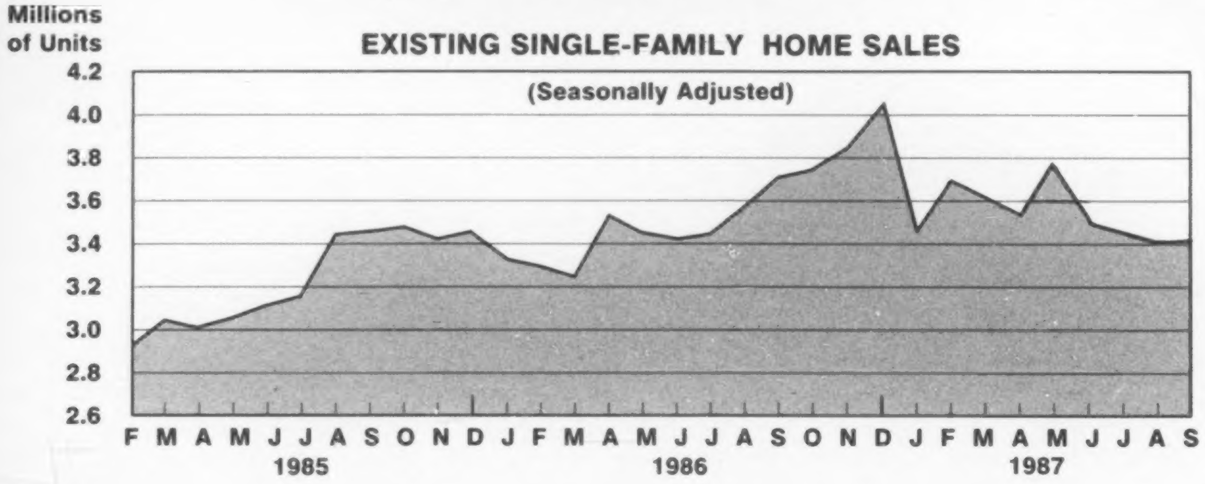
Home Sales

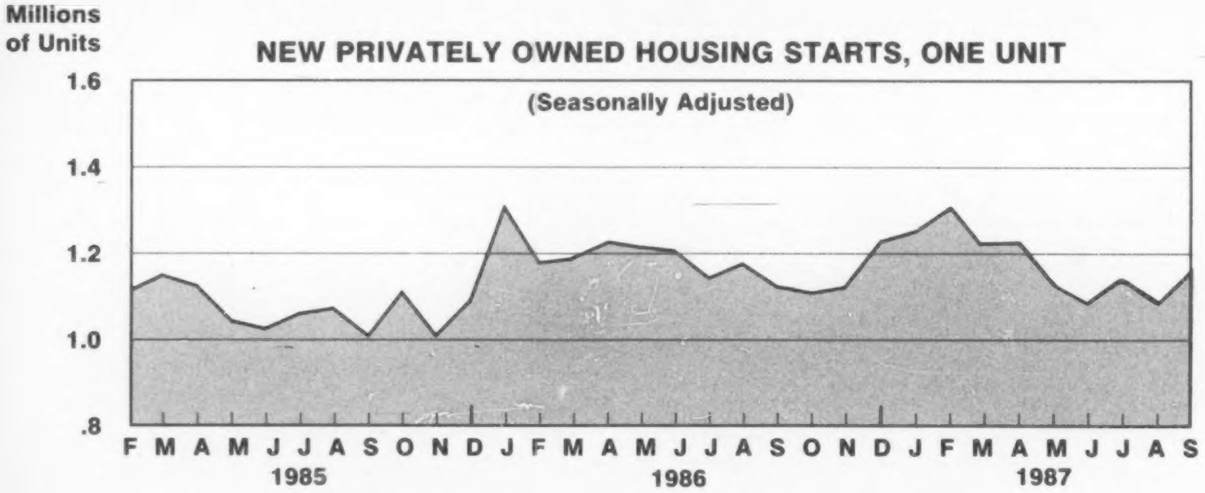
EXISTING AND NEW
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS

NATIONAL ASSOCIATION OF REALTORS®

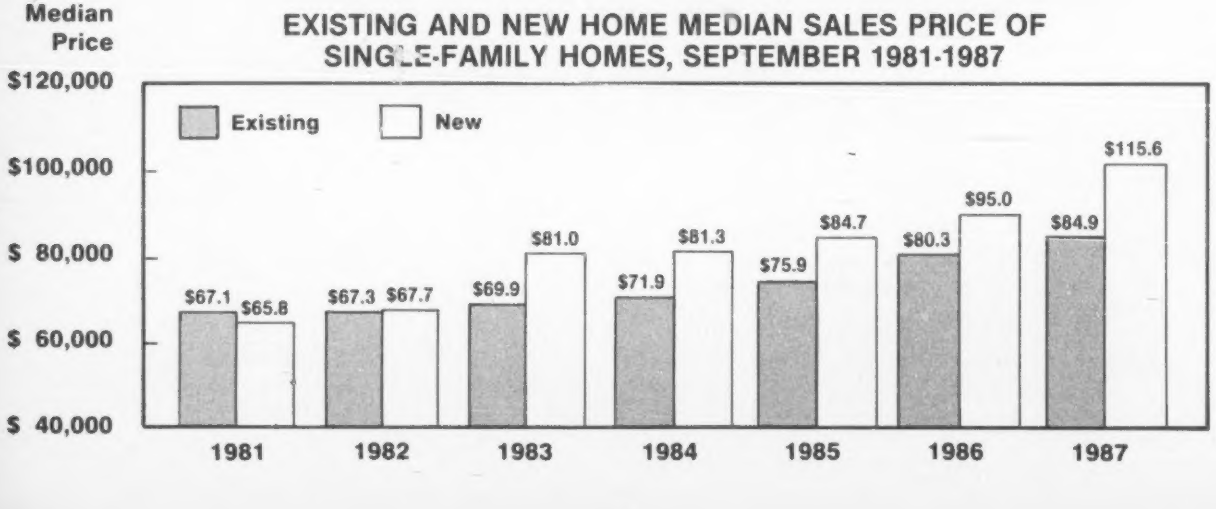
October
1987


EXISTING SINGLE-FAMILY HOME SALES

(Seasonally Adjusted)


NEW PRIVATELY OWNED HOUSING STARTS, ONE UNIT

(Seasonally Adjusted)


EXISTING AND NEW HOME MEDIAN SALES PRICE OF SINGLE-FAMILY HOMES, SEPTEMBER 1981-1987

SURVEY DESCRIPTION

Publication

1. "Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage

2. Each month the REALTORS®' Economics and Research Division receives data on existing single-family home sales from over 400 Boards of REALTORS® and multiple listing systems. In 1985 data on over 1,590,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	.14	South	.35
Midwest	.28	West	.23

Sales Volume

6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium/co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a *standard home*. Prices are influenced by changes in cost *and* changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are *not seasonally adjusted*.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation—the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium cooperative sales and state home sales are based on a quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

EQUAL HOUSING OPPORTUNITY

THE NATIONAL ASSOCIATION OF REALTORS® is pledged to the letter and spirit of U.S. policy for the achievement of equal housing opportunity throughout the nation. The Association encourages and supports an affirmative advertising and marketing program in which there are no barriers to obtaining housing because of race, color, religion, sex, or national origin.

SUBSCRIPTION INFORMATION

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home sales

Again in September the existing and new home sales markets moved in opposite directions with existing home sales volume increasing and new home sales activity decreasing. Existing single-family home sales activity advanced a modest 1.2 percent to a seasonally adjusted annual rate of 3,450,000 units. New home sales, however, fell 5.2 percent to an annual rate of 656,000 units — reflecting the Federal Reserve Board's September fourth boost in the discount rate as well as the higher prices commanded relative to resale homes.

Three of the four regions posted modest gains in existing home sales. The Northeast reported the largest month-to-month increase with a gain of 3.0 percent to 690,000 units, 2.8 percent below last September. The Midwest and the South both posted month-to-month increases of 2.3 percent. In the Midwest, sales volume reached a seasonally adjusted rate of 880,000 units, 13.7 percent below last September, while in the South, sales activity rose to a 1,310,000 unit rate, 3 percent below a year ago. The market in the West was weaker, with sales falling 5.0 percent from the August level to a 570,000 unit rate, 9.5 percent lower than the same month last year.

Meanwhile, the overall drop in total new home sales is attributable to weaknesses in three of the four regions. The sharpest, month-to-month decline was in the West, where sales fell 15.2 percent to a 178,000 unit rate, 14.4 percent below last September. Sales in the Midwest were also off substantially with a decline of 10.8 percent to 74,000 units, 20.4 percent below a year ago. A less severe drop occurred in the South where sales slackened 3.5 percent to 274,000 transactions, 9.0 percent less than the rate last year. The only increase appeared in the Northeast where activity picked up 9.2 percent to 130,000 units, still an 8.5 percent decline from the spirited pace of 1986.

Home Sales Volume in the First Nine Months of 1987

Total single-family home sales in the first nine months of 1987 compared to the same period last year were up moderately for existing homes but down sharply for new homes. During the period, existing home sales volume increased a moderate 2.2 percent to 2,765,000 units. Three of the four regions reported increases, with the most active market being in the South, up 5.6 percent to a total 987,000 units sold. The West followed with a 3.1 percent gain to 465,000 units. Turnover in the Northeast and Midwest was near the pace of the prior year with the Northeast posting a marginal 0.2 percent increase to 538,000 units and the Midwest registering a decrease of 0.9 percent to a total 771,000 transactions. A challenge remains to equal last year's full-year total since the closing months, which usually have low volume were extraordinarily strong.

Although existing home sales were on the plus side for the first three quarters, the new home market was in a downswing. Three of the four regions posted significant year-to-year sales volume declines while only one managed to register a gain. The new home market in the South was the softest of all, posting a 14.9 percent drop to a total sales volume of 222,000 units. The next slowest market was in the Northeast where sales decreased 10.7 percent to 92,000 transactions. The West followed with a 5.7 percent drop to 150,000 sales. The Midwest was the only exception with a 4.0 percent increase to 78,000 units.

Inventory Available for Sale

There was virtually no change in the total number of homes available for sale in September. The inventory of existing homes on the market was, in fact, unchanged at 2,400,000 units, while the inventory of new homes declined by less than one percent to 359,000.

Although the change in inventories was negligible, the increase in existing home sales and the decrease in new home sales had their respective effects on the months' supply of homes on the market. These changes in the rate of sales translated to a slight decrease in the supply of available existing homes — from 8.4 months in August to 8.3 months in September — and a modest increase in the supply of available new homes — from 6.4 months in August to 6.8 months in September. In both cases, this inventory is capable of sustaining the market longer at current levels than was possible a year ago.

Housing Construction

The apparent prospect of increases in interest rates — in the aftermath of the Federal Reserve Board's discount rate hike early in September — caused some builders to accelerate current building plans in anticipation of further increases and a dwindling market.

Total new privately owned housing starts increased 4.4 percent to a 1,669,000 unit seasonally adjusted annual rate, but still 1.2 percent below the pace of September 1986. The increase in activity was shared by structures with both one-unit and 5-units or more. Single-unit starts increased 5.1 percent to a 1,168,000 annual rate while those with 5 units or more advanced 3.5 percent to a 444,000 unit rate.

Regional comparisons indicate that the full weight of the increase was carried by the Midwest and the South. Activity in the Midwest posted a hefty 10.4 percent increase to a 308,000 unit annualized rate, up 13.7 percent from last September, while the South registered a 7.2 percent increase to a 688,000 unit pace, albeit 2.3 percent below a year ago. Starts in the Northeast and West decreased less than one percent to rates of 244,000 units, 15.3 percent below last year, and 429,000, less than one percent above last September.

Home Sales Prices

While existing home prices retreated slightly as they have every September since the data collection effort began 20 years ago, new home prices took a surprising jump to an all-time high. The median price of an existing single-family home continues to hover near the $85,000 mark. In September, it decreased less than one percent to $84,900, 5.7 percent higher than September 1986. However, the median price of a new single-family home bolted 8.5 percent to $115,600, the highest ever, and 21.7 percent above the same month last year — a manifestation of the effect of the recent interest rate hike on buyers of lower-priced homes who were being squeezed out of the market as well as the continuing trend to build larger, more amenity-filled homes appealing to the move-up market.

Resale prices at the regional level were mixed. The Northeast, where the market may be cooling off a bit, reported a modest monthly decline of 1.6 percent to $132,600, 25.1 percent above last September. The West reported a 1.0 percent increase to a median price of $105,700, up 5.6 percent from a year ago. Prices in the Midwest were unchanged at $66,200, but 5.4 percent above last year, while the South posted a marginal 0.8 percent decrease to $79,100, up 1.7 percent from a year ago. The South price experience continues to mask significant disparities in prices as illustrated in the metropolitan prices data, however.

Resale Housing Affordability

Decreases in the median price of existing single-family homes and the effective mortgage interest rate for loans closed in early September combined with higher median family incomes to push the affordability index to the highest level since December 1977, 114.4. This was a 2.2 point gain in the index compared to August. At its present level, the affordability index means that the family earning the median family income of $30,689 for September would have 114.4 percent of the income required to minimally qualify for a conventional mortgage covering 80 percent of the median price of $84,900. The adjustable rate mortgage index also moved up in September, gaining 1.8 points to 123.1, its highest point since 1977. The differential between the fixed and variable rate indexes now stands at 18.1, illustrating how a mortgage shopper can trade the risk of higher future payments for easier current qualification.

Condominium/Co-op Resales

Nationwide, apartment condominium/cooperative resales posted increases from both the second quarter and the third quarter of 1986. Third quarter activity was up 1.6 percent to a seasonally adjusted annual rate of 374,000 units. This also represents a fairly strong 8.1 percent increase when compared to the third quarter of last year at a time when housing markets generally were performing less well.

Regional comparisons show a mixed pattern with the Northeast providing the basic thrust for the overall increase in sales. While both the Northeast and the Midwest reported increases, the volume in the Northeast spurted 8.9 percent to a 209,000 unit rate, 14.2 percent above the third quarter of last year. The Midwest registered a gain of 6.4 percent higher than a year ago. The South posted a sharp 13.9 percent drop to a 68,000 unit rate, 2.9 percent below last year's pace. The West registered a modest 3.1 percent decrease to 31,000 units, unchanged from a year ago.

Overall, apartment condo and co-op prices advanced while regional price behavior was uneven. Nationwide, prices in the third quarter increased 2.6 percent to $80,000, 8.7 percent higher than a year ago. Prices rose in three of the regions, with the sharpest quarterly gain in the Midwest, up 10.3 percent to $65,500, and 10.8 percent greater than the third quarter of last year. Prices in the Northeast increased 3.5 percent to a new high of $102,300, a hefty 20.4 percent above the year ago level. The West registered a more moderate gain of 1.7 percent to $97,300, 3.6 percent above the same quarter of 1986. Weaker prices prevailed in the South with a 9.1 percent decrease to $62,700, a 5.7 percent drop from the prior year.

State Home Resales

Total existing home sales including apartment condo and co-op sales decreased on a broad front in the third quarter of 1987. Total volume nationwide declined 4.5 percent to a seasonally adjusted annual rate of 3,800,000 units, 3.3 percent below the pace of last year.

Regional performance was poor across all four regions. The Northeast just managed to hold its own with sales unchanged at the level of the previous quarter, an 890,000 unit rate, up a scant 1.1 percent from the same quarter of last

STATE HOME RESALES

(Change from 2nd Quarter 1987)

Down 10.0% or more	Down 0.1-9.9%	Up 0.1-9.9%	Up 10.0% or more
Alabama	Delaware	District of Columbia	Alaska
Arizona	Florida	Illinois	Connecticut
Arkansas	Hawaii	Louisiana	New Hampshire
California	Idaho	Maryland	Pennsylvania
Colorado	Iowa	Nevada	Washington
Georgia	Kentucky	North Dakota	
Indiana	Minnesota	Oklahoma	
Kansas	Mississippi	Oregon	
Maine	Missouri	Rhode Island	
Massachusetts	New Jersey	Texas	
Michigan	New Mexico	Utah	
Montana	New York		
Nebraska	North Carolina		
Ohio	South Carolina		
Vermont	South Dakota		
Wisconsin	Tennessee		
Wyoming	Virginia		
	West Virginia		

year. The South posted a modest decline of 2.9 percent to 1,350,000 units, less than one percent below last year's pace. The West and Midwest reported fairly significant declines with sales in the West down 6.1 percent to a rate of 620,000 units, 4.6 percent below last year's mark, and sales in the Midwest dropped 8.7 percent to a 950,000 unit rate, an identical 8.7 percent below the prior year's pace.

There was a clear reversal in resale volume for a large number of states in the third quarter with 35 reporting decreases from the second quarter of 1987. By comparison, only 24 states registered a quarter-to-quarter sales decrease in the second quarter. While California is the volume leader, the ranking of the other states varies from time to time. For example, New York was second in the previous quarter but has now dropped to fourth place behind Pennsylvania and Texas. In the third quarter, the top ten states were as follows: California (507,200), Pennsylvania (275,700), Texas (232,100), New York (220,100), Illinois (182,100), Florida (182,000), Ohio (170,200), New Jersey (161,400), Michigan (151,200), and North Carolina (140,400). The total sales activity for the top ten states has reached a level equal to 41.5 percent of total nationwide resale housing activity including condominiums and cooperatives.

Metropolitan Home Prices

Four out of every five areas in our survey posted higher resale home prices in the third quarter of 1987. Of the 41 metropolitan areas with higher prices, seven reported prices up by 10 percent or more and 5 had increases of 5 percent or more. Six of the seven mets with price increases of 10 percent or more had also registered increases of 10 percent or more in the second quarter. These were Albany/Schenectady/Troy, NY (19.1%), Orange County, CA (Anaheim/Santa Ana) (12.1%), Boston (11.4%), Detroit (10.0%), Hartford (25.3%), and Providence (37.8%).

METROPOLITAN AREA MEDIAN PRICE

(Change from a Year Ago)

Down

- Albuquerque
- Baton Rouge
- Dallas/Ft. Worth
- Ft. Lauderdale/Hollywood/Pompano Beach
- Houston
- Las Vegas
- Louisville
- Miami/Hialeah
- Oklahoma City

Up 0.1-4.9%

- Akron
- Birmingham
- Cleveland
- Denver
- Des Moines
- Indianapolis
- Jacksonville
- Milwaukee
- Minneapolis/St. Paul
- Omaha
- Orlando
- Phoenix
- Portland
- Salt Lake City/Ogden
- San Antonio
- Tampa/St. Petersburg/Clearwater
- Tulsa
- West Palm Beach/Boca Raton/Delray Beach

Up 5.0-9.9%

- Baltimore
- Buffalo/Niagara Falls
- Chicago
- Cincinnati
- El Paso
- Grand Rapids
- Kansas City
- Los Angeles
- Memphis
- Nashville/Davidson
- New York/Northern New Jersey/Long Island
- Rochester
- St. Louis
- San Diego
- San Francisco
- Syracuse
- Toledo
- Washington, D.C.

Up 10% or More

- Albany/Schenectady/Troy
- Orange County (Anaheim/Santa Ana)
- Boston
- Columbus
- Detroit
- Hartford
- Philadelphia
- Providence

UNITED STATES SUMMARY

		Single-Family Home Sales (Seasonally Adjusted Annual Rates)		Number of Homes Available for Sale (End of Period)		Months' Supply of Homes on the Market		Median Sales Price of Single-Family Homes	
Year		Existing	New	Existing	New	Existing	New	Existing	New
1981		2,419,000	436,000	n/a	278,000	*	*	$66,400	$68,900
1982		1,990,000	412,000	1,910,000	255,000	*	*	67,800	69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	749,000	1,970,000	366,000	*	*	80,300	92,000
1986	Sep	3,710,000	744,000	2,450,000	355,000	7.9	5.9	$80,300	$95,000
	Oct	3,760,000	675,000	2,470,000	357,000	7.9	6.3	79,400	96,400
	Nov	3,850,000	691,000	2,570,000	353,000	8.0	6.2	80,400	94,000
	Dec	4,060,000	768,000	1,970,000	357,000	5.8	5.8	80,800	95,000
1987	Jan	3,480,000	712,000	2,380,000	358,000	8.2	6.2	$82,100	$ 98,500
	Feb	3,690,000	740,000	2,570,000	358,000	8.4	6.1	85,000	95,200
	Mar	3,680,000	720,000	2,620,000	358,000	8.5	6.0	85,600	98,400
	Apr	3,560,000	733,000	2,620,000	359,000	8.8	5.8	85,000	96,500
	May	3,770,000	649,000	2,520,000	355,000	8.0	6.8	85,200	104,900
	Jun^{r}	3,500,000	641,000	2,390,000	359,000	8.2	6.8	85,200	109,000
	Jul^{r}	3,430,000	675,000	2,330,000	358,000	8.2	6.5	86,200	104,000
	Aug^{r}	3,410,000	692,000	2,400,000	360,000	8.4	6.4	85,100	106,500
	Sep^{p}	3,450,000	656,000	2,400,000	359,000	8.3	6.8	84,900	115,600

r Revised p Preliminary n/a not available * not applicable

Source: New home sales data from Census Bureau, U.S. Department of Commerce

UNIT VOLUME

EXISTING SINGLE—FAMILY HOME SALES

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1981		2,419,000	353,000	632,000	917,000	516,000					
1982		1,990,000	354,000	490,000	780,000	366,000					
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1986	Sep	3,710,000	710,000	1,020,000	1,350,000	630,000	317,000	68,000	85,000	107,000	57,000
	Oct	3,760,000	740,000	1,000,000	1,350,000	680,000	326,000	70,000	81,000	115,000	60,000
	Nov	3,850,000	710,000	1,030,000	1,430,000	680,000	266,000	46,000	63,000	110,000	46,000
	Dec	4,060,000	810,000	1,080,000	1,400,000	760,000	268,000	50,000	68,000	97,000	52,000
1987	Jan	3,480,000	680,000	1,000,000	1,230,000	570,000	216,000	43,000	56,000	83,000	35,000
	Feb	3,690,000	710,000	1,120,000	1,270,000	580,000	241,000	41,000	78,000	84,000	38,000
	Mar	3,680,000	730,000	1,110,000	1,270,000	570,000	325,000	57,000	102,000	113,000	52,000
	Apr	3,560,000	670,000	1,030,000	1,270,000	590,000	331,000	59,000	102,000	119,000	51,000
	May	3,770,000	740,000	1,060,000	1,380,000	640,000	346,000	66,000	94,000	126,000	59,000
	Jun	3,500,000	690,000	900,000	1,270,000	640,000	360,000	72,000	96,000	123,000	69,000
	Jul	3,430,000	670,000	900,000	1,240,000	610,000	333,000	68,000	88,000	120,000	55,000
	Aug[r]	3,410,000	670,000	860,000	1,280,000	600,000	319,000	68,000	82,000	114,000	54,000
	Sep[p]	3,450,000	690,000	880,000	1,310,000	570,000	294,000	64,000	73,000	105,000	52,000

Components may not agree with totals due to rounding.
r Revised p Preliminary

DOLLAR VOLUME

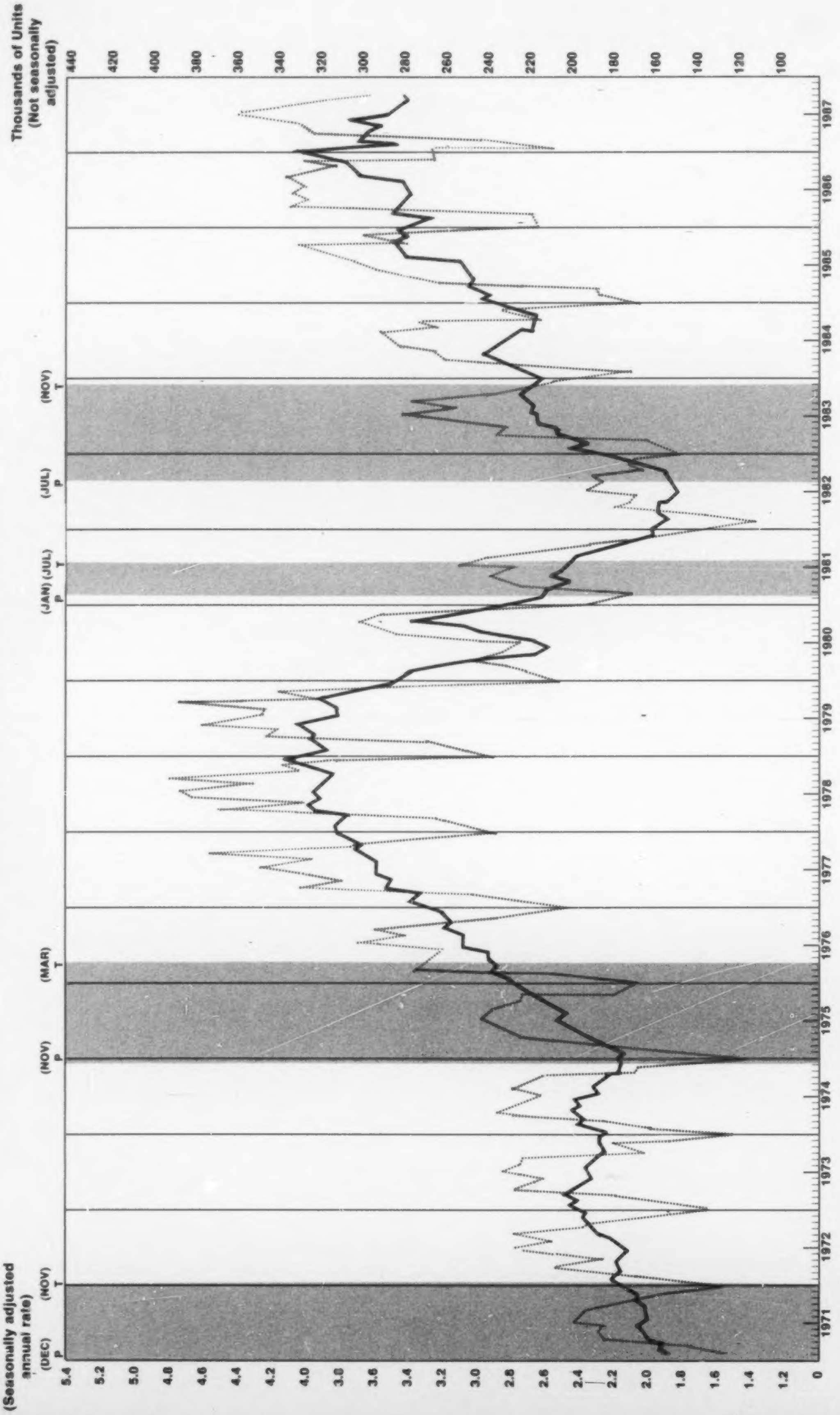
DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES

(Billions of Dollars)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1981		$189.4	$ 26.8	$37.2	$ 69.1	$57.5					
1982		160.2	26.7	29.7	61.4	41.8					
1983		225.9	42.1	44.6	84.4	53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1986	Sep	$364.6	$ 93.8	$71.9	$123.0	$75.9	$31.1	$8.9	$6.0	$ 9.8	$6.9
	Oct	369.3	97.1	68.6	120.0	83.6	31.7	9.2	5.6	10.2	7.3
	Nov	382.4	94.2	74.4	129.4	84.4	26.3	6.1	4.5	10.0	5.7
	Dec	413.5	110.0	77.5	129.3	96.7	27.0	6.9	4.9	8.9	6.7
1987	Jan	$348.5	$ 91.2	$74.1	$115.4	$67.6	$21.7	$ 5.8	$4.1	$ 7.8	$4.1
	Feb	384.7	98.2	84.6	123.8	74.9	25.2	5.6	5.9	8.2	4.8
	Mar	386.2	103.5	85.3	125.8	70.4	34.1	8.1	7.9	11.2	6.5
	Apr	373.6	96.3	77.2	123.4	75.7	34.8	8.5	7.7	11.6	6.5
	May	400.4	108.4	77.0	135.0	83.1	36.8	9.8	7.2	12.4	7.6
	Jun	371.0	103.8	67.2	122.0	83.3	38.2	10.8	7.2	11.8	9.0
	Jul	369.1	105.0	67.8	118.5	81.3	35.8	10.7	6.6	11.5	7.3
	Aug[r]	359.1	99.2	65.6	120.9	78.0	33.6	10.1	6.3	10.8	7.0
	Sep[p]	367.1	101.6	67.6	125.5	75.5	31.3	9.4	5.6	10.1	6.9

Components may not agree with totals due to rounding.
r Revised p Preliminary

EXISTING SINGLE-FAMILY HOME SALES FOR THE UNITED STATES, MONTHLY, 1971-1987



Peak (P) of cycle indicates end of expansion in general economy and beginning of recession (shaded area).

Trough (T) of cycle indicates end of recession in general economy and beginning of expansion.

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
				Median					Average (Mean)		
1981		$66,400	$ 63,700	$54,300	$64,400	$ 96,200	$ 78,300	$ 76,000	$58,900	$75,400	$111,400
1982		67,800	63,500	55,100	67,100	98,900	80,500	75,400	60,700	78,700	114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1986	Sep	$ 80,300	$ 106,000	$ 62,800	$ 77,800	$ 100,100	$ 98,200	$ 131,900	$ 70,500	$ 91,300	$ 121,000
	Oct	79,400	106,000	61,100	75,900	101,700	97,300	131,600	68,700	89,000	123,200
	Nov	80,400	106,400	63,500	76,300	102,400	99,100	131,900	72,500	90,700	123,900
	Dec	80,800	109,300	62,700	75,400	100,500	100,600	136,000	71,500	92,100	126,600
1987	Jan	$82,100	$108,700	$65,200	$78,700	$100,300	$100,100	$136,100	$73,800	$93,900	$119,900
	Feb	85,000	125,400	67,100	82,100	104,000	104,300	138,300	75,500	97,500	128,400
	Mar	85,600	128,000	67,600	83,700	101,900	104,900	141,500	76,800	99,100	124,500
	Apr	85,000	129,000	66,700	81,800	103,300	105,000	144,200	75,300	97,200	127,900
	May	85,200	132,400	66,300	81,400	103,200	106,300	147,100	76,600	98,000	128,900
	Jun	85,200	136,400	65,600	80,500	105,100	106,000	150,500	74,700	96,100	130,200
	Jul	86,200	143,200	65,900	78,400	106,700	107,600	156,700	75,300	95,600	133,200
	Aug[r]	85,100	134,800	66,200	79,700	104,700	105,300	148,000	76,300	94,500	130,000
	Sep[p]	84,900	132,600	66,200	79,100	105,700	106,400	147,200	76,800	95,800	132,500

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS
(Percentage Distribution)

Price Class	Sep 1983	Sep 1984	Sep 1985	Sep 1986[r]	Sep 1987[p]
$ 19,999 or under	2.0	2.2	1.6	1.5	1.8
$ 20,000-$ 29,999	3.9	3.8	3.3	2.5	2.5
$ 30,000-$ 39,999	7.8	7.1	6.2	5.3	5.0
$ 40,000-$ 49,999	11.1	10.5	9.2	8.2	7.9
$ 50,000-$ 59,999	13.0	12.4	11.7	10.5	9.2
$ 60,000-$ 69,999	12.4	11.9	11.8	11.2	10.1
$ 70,000-$ 79,999	11.0	10.9	10.3	10.3	9.3
$ 80,000-$ 89,999	8.8	8.7	9.1	9.3	8.3
$ 90,000-$ 99,999	5.9	6.4	6.5	7.0	6.3
$100,000-$119,999	8.0	8.3	8.6	9.2	8.7
$120,000-$159,999	8.8	9.5	11.2	11.7	13.1
$160,000-$199,999	3.4	3.9	4.7	5.6	7.3
$200,000-$249,999	1.8	2.0	2.7	3.4	4.5
$250,000 and over	2.1	2.4	3.1	4.3	6.0
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$69,900	$71,900	$75,900	$80,300	$84,900

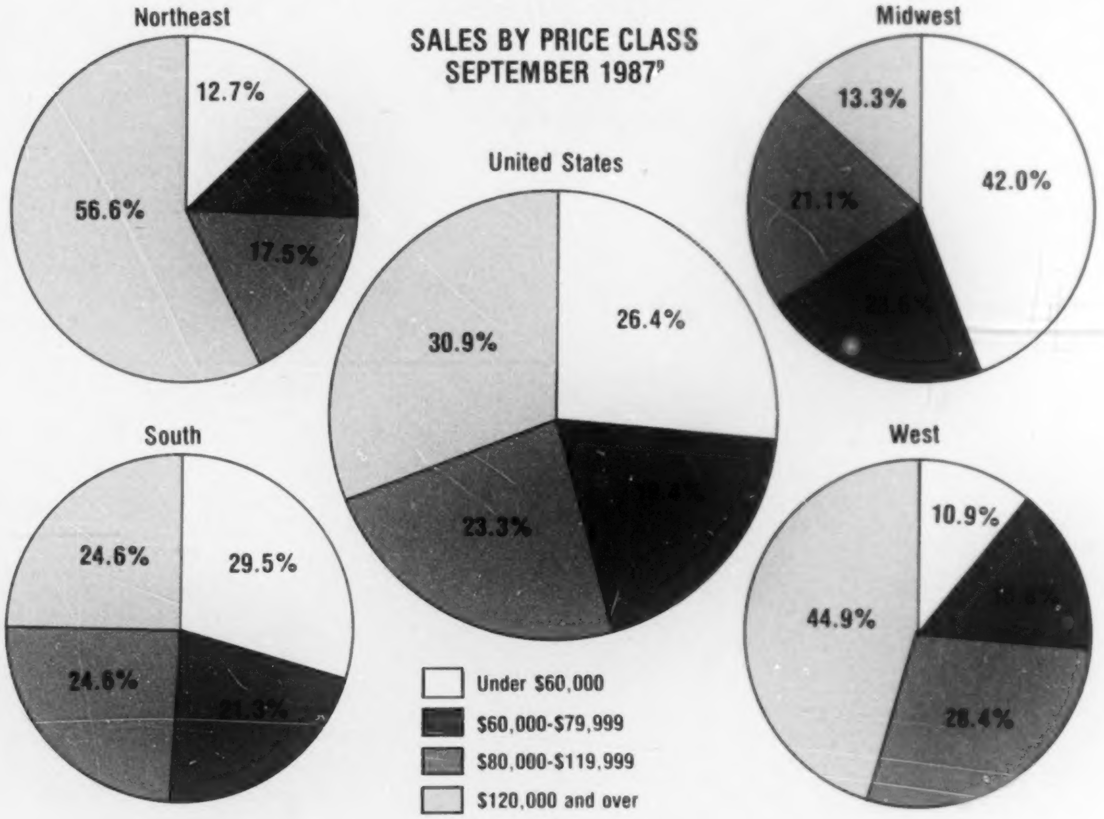
r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS
SEPTEMBER 1987[p]
(Percentage Distribution)

Number of Bedrooms	United States	Northeast	Midwest	South	West
2 Bedrooms or less	17.4	14.9	20.9	14.2	19.8
3 Bedrooms	52.9	48.6	53.8	57.2	48.7
4 Bedrooms or more	29.7	36.5	25.3	28.6	31.5
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary

SALES BY PRICE CLASS SEPTEMBER 1987p

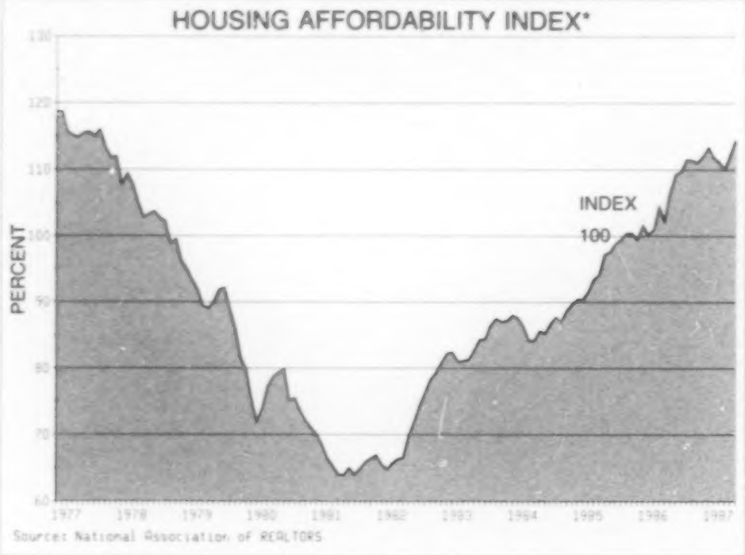


SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS SEPTEMBER 1987p (Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	1.8	0.8	3.8	1.3	0.6
$ 20,000-$ 29,999	2.5	1.2	4.6	2.5	0.6
$ 30,000-$ 39,999	5.0	2.2	8.5	5.6	1.4
$ 40,000-$. 49,999	7.9	3.5	12.1	9.6	3.1
$ 50,000-$ 59,999	9.2	5.0	13.0	10.5	5.2
$ 60,000-$ 69,999	10.1	6.4	12.7	11.6	7.2
$ 70,000-$ 79,999	9.3	6.8	10.9	9.7	8.6
$ 80,000-$ 89,999	8.3	5.5	9.1	8.8	8.7
$ 90,000-$ 99,999	6.3	4.7	5.7	6.5	7.9
$100,000-$119,999	8.7	7.3	6.3	9.3	11.8
$120,000-$159,999	13.1	18.9	7.3	12.5	17.1
$160,000-$199,999	7.3	14.1	3.0	5.6	10.8
$200,000-$249,999	4.5	9.2	1.5	3.0	7.4
$250,000 and over	6.0	14.4	1.5	3.5	9.6
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$84,900	$132,600	$66,200	$79,100	$105,700

p Preliminary

HOUSING AFFORDABILITY



HOUSING AFFORDABILITY INDEX*

Source: National Association of REALTORS

Year	Median-Priced Existing Single-Family Home	Mortgage Rate**	Monthly P & I Payment	Payment as % Income	Median Family Income	Qualifying Income***	Affordability Indexes		
							Composite	Fixed	ARM
1981	$66,400	15.12%	$677	36.3%	$22,388	$32,485	68.9	68.9	68.9
1982	67,800	15.38	702	35.9	23,433	33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1986									
Sep	$80,300	10.08%	$568	23.5%	$29,027	$27,243	106.6	103.2	113.9
Oct	79 400	9.97	556	22.9	29,171	26,689	109.3	105.5	118.1
Nov	80,400	9.84	557	22.8	29,314	26,729	109.7	105.7	119.0
Dec	80,800	9.65	551	22.4	29,458	26,430	111.5	107.1	119.8
1987									
Jan	$82,100	9.53%	$554	22.5%	$29,595	$26,578	111.4	108.6	118.8
Feb	85,000	9.21	557	22.5	29,417	26,732	111.1	108.3	118.0
Mar	85,600	9.09	555	22.3	29,868	26,661	112.0	109.8	119.5
Apr	85,000	9.09	552	22.1	30,005	26,475	113.3	111.3	121.2
May	85,200	9.27	562	22.4	30,142	26,963	111.8	109.0	120.0
Jun	85,200	9.38	567	22.5	30,279	27,224	111.2	105.5	121.9
Jul	86,200	9.41	575	22.7	30,416	27,616	110.1	101.9	119.5
Aug[r]	85,100	9.40	567	22.3	30,553	27,240	112.2	103.8	121.3
Sep[p]	84,900	9.25	559	21.8	30,689	26,821	114.4	105.0	123.1

r Revised
p Preliminary
* Index equals 100 when median family income equals qualifying income.
** Effective rate on loans closed on existing homes—Federal Home Loan Bank Board.
*** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1981		153,000	45,000	33,000	46,000	28,000
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1986	III	346,000	183,000	63,000	70,000	31,000
	IV	403,000	211,000	67,000	85,000	40,000
1987	I	346,000	169,000	66,000	79,000	32,000
	II	368,000	192,000	65,000	79,000	32,000
	III[p]	374,000	209,000	67,000	68,000	31,000

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1981		2,572,000	398,000	665,000	963,000	544,000
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1986	III	3,930,000	880,000	1,040,000	1,360,000	650,000
	IV	4,290,000	960,000	1,100,000	1,480,000	750,000
1987	I	3,960,000	880,000	1,140,000	1,340,000	610,000
	II	3,980,000	890,000	1,040,000	1,390,000	660,000
	III[p]	3,800,000	890,000	950,000	1,350,000	620,000

MEDIAN SALES PRICE OF APARTMENT CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1982		$62,000	$ 60,800	$54,200	$59,800	$79,400
1983		64,000	61,300	55,000	62,000	97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1986	III	$73,600	$ 85,000	$59,100	$66,500	$93,900
	IV	75,600	89,700	58,700	62,000	94,900
1987	I	$72,200	$ 85,500	$59,300	$63,300	$90,200
	II	78,000	98,800	59,400	69,000	95,700
	III[p]	80,000	102,300	65,500	62,700	97,300

[p] Preliminary

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE SINGLE-FAMILY, APARTMENT CONDOS and CO-OPS (Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
	1984	1985	1986	1986		1987		
				III	IV	I	II	III^p
Alabama	53.3	59.7	60.8	60.1	69.1	59.2	63.9	56.5
Alaska	9.2	10.0	6.1	6.0	5.6	4.8	7.9	9.0
Arizona	59.8	71.7	73.8	76.7	73.1	45.5	84.4	69.9
Arkansas	43.4	49.8	52.8	59.8	57.5	50.7	52.4	46.2
California*	382.1	407.2	484.6	505.3	579.1	439.3	570.1	507.2
Colorado	47.1	49.3	47.5	56.1	52.7	56.3	50.7	40.2
Connecticut	44.5	56.0	52.0	47.9	65.0	51.7	49.9	56.4
Delaware	10.0	12.3	12.9	8.2	12.9	13.5	14.5	14.0
District of Columbia	7.8	9.9	11.6	11.6	12.1	12.3	10.1	10.3
Florida	137.6	151.3	169.4	183.0	217.7	160.1	186.4	182.0
Georgia	60.1	65.1	75.1	78.4	83.7	80.1	104.9	87.8
Hawaii	7.0	7.9	10.0	9.7	13.7	10.7	12.5	11.6
Idaho	12.3	11.5	11.3	12.7	11.9	13.2	10.6	9.6
Illinois	122.5	140.5	179.2	203.7	192.2	172.4	168.6	182.1
Indiana	64.5	90.1	86.1	90.8	91.3	100.2	99.2	84.6
Iowa	41.9	39.5	46.1	47.1	46.0	56.8	47.8	46.6
Kansas	49.8	47.4	54.4	52.0	57.2	62.9	56.0	49.6
Kentucky	57.3	57.7	58.6	60.9	69.1	51.8	63.4	62.8
Louisiana	50.3	44.1	34.0	34.0	35.3	44.0	39.8	41.2
Maine	23.3	27.1	30.8	31.2	36.5	29.5	39.5	35.3
Maryland	66.8	80.9	86.9	90.5	99.4	68.7	78.9	81.6
Massachusetts	66.5	80.5	84.6	92.4	94.0	86.5	113.7	99.8
Michigan	139.4	167.2	186.6	176.2	192.9	194.6	185.7	151.2
Minnesota	65.5	73.9	96.8	77.9	87.2	128.8	78.2	75.9
Mississippi	32.0	35.5	34.2	39.3	37.2	35.5	36.6	34.3
Missouri	81.0	85.8	88.4	92.2	100.0	96.5	90.4	82.3
Montana	12.4	11.1	11.9	13.4	12.2	10.7	12.4	10.7
Nebraska	24.9	24.5	25.5	26.5	26.4	31.0	26.5	20.3
Nevada	9.4	10.0	11.0	10.6	10.2	9.3	13.0	14.2
New Hampshire	16.9	19.3	20.3	19.6	24.6	23.0	13.4	21.4
New Jersey	119.7	148.8	159.6	159.7	165.1	163.1	169.4	161.4
New Mexico	19.1	19.8	19.5	18.9	22.7	21.0	21.3	20.5
New York	148.9	190.7	216.8	214.0	236.8	242.8	240.9	220.1
North Carolina	103.2	123.3	139.2	144.1	152.4	140.7	149.9	140.4
North Dakota	10.0	8.9	9.5	9.7	12.1	15.9	10.0	10.1
Ohio	138.3	162.5	179.9	199.2	205.0	189.6	189.6	170.2
Oklahoma	51.9	46.8	49.4	49.8	47.6	41.5	43.0	46.1
Oregon	35.7	39.3	45.0	46.2	54.1	48.7	45.4	48.0
Pennsylvania	170.4	210.8	258.3	274.4	304.5	267.8	229.8	275.7
Rhode Island	11.0	13.2	13.5	14.4	15.0	12.2	14.0	14.3
South Carolina	46.0	52.6	58.0	55.6	67.2	51.3	68.3	63.6
South Dakota	11.8	11.3	13.2	11.9	12.7	13.7	13.3	12.8
Tennessee	78.7	99.2	112.0	119.6	126.2	109.9	118.7	111.5
Texas	196.7	203.8	198.9	214.9	244.1	201.0	226.5	232.1
Utah	15.0	15.5	14.6	16.8	15.4	17.9	13.7	14.0
Vermont	8.2	9.9	12.4	12.8	14.6	12.8	15.9	13.2
Virginia	98.1	107.2	130.4	17.2	125.4	118.0	118.0	108.0
Washington	44.9	43.8	50.6	54.2	60.1	45.4	41.9	47.1
West Virginia	34.6	37.7	39.7	38.7	38.1	47.0	40.9	37.8
Wisconsin	56.0	65.5	76.9	77.9	82.5	83.1	76.1	65.2
Wyoming	6.2	6.5	6.1	6.6	6.6	6.7	6.6	4.9

* Provided by the California Association of REALTORS®

p Preliminary

METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*
(Not Seasonally Adjusted in Thousands of Dollars)

Metropolitan Area	Years			Quarters				
	1984	1985	1986	1986		1987		
				III	IV	I	II	III^p
Akron	$ 50.4	$ 52.7	$56.2	$ 56.9	$ 56.7	$ 54.7	$56.9	$57.8
Albany/Schenectady/Troy	52.9	60.3	72.7	74.4	76.3	80.1	86.5	88.6
Albuquerque	73.4	76.8	81.6	85.4	82.0	83.1	82.5	84.4
Orange County (Anaheim/Santa Ana MSA**)	133.7	136.2	147.7	149.6	152.4	156.1	167.3	167.7
Baltimore	66.1	72.6	74.0	78.0	74.3	81.0	76.8	81.9
Baton Rouge	73.5	74.6	70.9	69.8	68.5	68.3	68.1	69.2
Birmingham	65.1	64.5	68.3	69.6	66.7	67.5	72.7	71.6
Boston	100.0	134.2	159.2	163.0	167.8	170.0	175.8	181.6
Buffalo/Niagara Falls	44.8	46.7	52.4	52.8	53.5	55.6	56.5	55.9
Chicago	79.5	81.1	86.1	86.7	85.8	85.7	90.9	91.2
Cincinnati	58.9	60.2	n/a	64.5	n/a	63.8	65.9	68.8
Cleveland	62.7	64.4	66.9	68.4	65.1	62.9	69.0	69.0
Columbus	59.9	62.2	65.5	66.1	64.0	66.9	67.2	72.7
Dallas/Ft. Worth	82.2	87.7	92.8	92.4	89.8	91.2	90.0	89.3
Denver	82.7	84.3	86.4	87.5	85.8	89.9	88.2	91.0
Des Moines	52.4	52.5	55.9	55.2	55.0	55.9	56.8	56.2
Detroit	48.5	51.7	58.1	59.9	60.1	64.3	66.2	65.9
El Paso	57.8	57.6	59.0	59.6	58.5	58.0	58.0	62.6
Ft. Lauderdale/Hollywood/Pompano Beach	73.1	74.6	77.7	83.4	77.7	76.6	79.7	80.8
Grand Rapids	42.8	46.7	50.4	50.6	49.7	51.7	53.4	54.0
Hartford	87.4	99.6	129.0	132.0	134.6	136.6	157.0	165.4
Houston	77.6	78.6	69.9	70.4	67.6	64.7	67.4	67.3
Indianapolis	53.1	55.0	59.0	59.9	57.5	61.6	63.8	62.8
Jacksonville	55.7	58.4	62.8	65.7	62.7	62.7	65.8	66.3
Kansas City	59.1	61.4	65.4	64.1	65.1	72.9	71.1	69.2
Las Vegas	76.3	75.1	77.5	81.3	78.5	76.1	77.9	76.7
Los Angeles Area**	115.3	n/a	128.8	132.9	130.2	130.1	139.6	145.4
Louisville	48.9	50.6	51.7	53.7	51.9	52.1	53.4	53.3
Memphis	64.1	64.6	70.6	71.5	69.9	70.6	76.9	75.2
Miami/Hialeah	79.5	80.5	81.1	85.5	79.1	74.7	84.4	83.5
Milwaukee	68.2	67.5	69.9	70.8	69.2	67.8	71.7	70.9
Minneapolis/St. Paul	74.0	75.2	77.9	78.1	77.4	80.4	80.2	80.9
Nashville/Davidson	62.9	66.1	70.8	71.2	71.7	73.4	75.6	75.5
New York/Northern New Jersey/Long Island	105.3	134.0	160.6	167.8	167.6	169.4	183.0	183.0
Oklahoma City	63.9	64.7	63.0	62.3	62.9	62.4	65.2	61.4
Omaha	56.2	58.3	58.8	57.8	58.8	57.8	60.0	59.7
Orlando	70.1	70.3	72.5	72.8	72.1	73.6	76.4	72.9
Philadelphia	65.2	70.8	74.5	75.6	77.1	79.8	84.4	73.4
Phoenix	74.7	74.7	78.4	79.1	77.9	78.4	81.4	82.7
Portland	62.9	61.5	62.6	63.1	62.5	62.7	64.3	64.0
Providence	59.6	67.5	87.6	91.9	96.4	101.3	109.8	126.6
Rochester	59.7	64.2	68.3	69.1	69.1	69.5	72.3	74.1
St. Louis	61.8	65.7	70.9	72.0	71.9	71.9	74.7	75.7
Salt Lake City/Ogden	65.8	66.7	68.5	69.9	69.0	68.1	69.5	71.1
San Antonio	67.5	67.7	69.2	69.3	70.2	67.6	72.6	72.1
San Diego**	100.2	106.4	118.2	121.1	118.8	121.1	127.1	131.7
San Francisco Bay Area **	129.9	n/a	n/a	164.9	164.8	161.3	169.9	175.9
Syracuse	50.7	58.8	64.3	66.2	66.4	65.2	68.1	71.3
Tampa/St. Petersburg/Clearwater	58.4	58.4	61.1	62.8	62.4	59.8	64.9	65.0
Toledo, OH	50.7	51.9	56.0	60.2	53.2	53.4	58.2	56.9
Tulsa	67.3	66.7	65.5	65.6	63.4	64.1	67.4	66.7
Washington, D.C.	93.0	97.1	101.2	98.9	102.0	107.7	115.0	108.4
West Palm Beach/Boca Raton/Delray Beach	84.8	88.3	92.6	96.6	90.9	96.9	104.3	99.0

n/a Not Available p Preliminary

*All areas are metropolitan statistical areas (MSA) as defined by the U.S. Office of Management and Budget. They include the named central city and surrounding suburban areas. **Provided by the California Association of REALTORS®

NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED
(Thousands of units)

Year		Total	In structures with—			Regions			
			1 unit	2 to 4 units	5 units or more	Northeast	Midwest	South	West
1981		1,084	705	91	288	117	165	562	240
1982		1,062	663	80	320	117	149	591	205
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
			Seasonally Adjusted Annual Rates						
1986	Sep	1,689	1,123	62	504	288	271	704	426
	Oct	1,657	1,114	85	458	267	247	680	463
	Nov	1,637	1,129	71	437	273	275	608	481
	Dec	1,813	1,233	108	472	309	394	602	508
1987	Jan	1,816	1,253	79	484	336	431	589	460
	Feb	1,838	1,303	76	459	291	371	675	501
	Mar	1,730	1,211	85	434	296	348	616	470
	Apr	1,643	1,208	67	368	272	305	665	401
	May	1,606	1,130	67	409	297	309	623	377
	Jun	1,586	1,088	85	413	256	287	607	436
	Jul^{r}	1,598	1,143	59	396	278	255	636	429
	Aug^{r}	1,598	1,111	58	429	246	279	642	431
	Sep^{p}	1,669	1,168	57	444	244	308	688	429

r Revised p Preliminary

Source Census Bureau, U.S. Department of Commerce

NEW ONE-FAMILY HOUSES SOLD
(Thousands of houses sold during period)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1981		436	46	60	219	112					
1982		412	47	48	219	99					
1983		623	76	71	323	152					
1984		639	94	76	309	160					
1985		688	112	82	323	170					
1986		750	136	96	321	196					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1986	Sep	744	142	93	301	208	60	13	8	24	16
	Oct	675	128	99	263	185	54	11	8	20	15
	Nov	691	141	77	299	174	48	10	5	21	12
	Dec	768	140	128	300	200	49	9	7	20	13
1987	Jan	712	146	95	290	181	53	10	5	23	15
	Feb	740	126	135	290	188	59	9	9	25	17
	Mar	720	124	106	290	200	73	11	11	30	21
	Apr	733	116	115	301	201	72	10	12	29	20
	May	649	110	86	271	183	62	11	9	25	17
	Jun^{r}	641	97	97	268	179	58	9	9	24	15
	Jul^{r}	675	120	95	285	191	56	10	8	22	15
	Aug^{r}	692	119	83	284	205	58	10	8	23	17
	Sep^{p}	656	130	74	274	178	52	12	6	21	13

Components may not agree with totals due to rounding

r Revised p Preliminary

Source Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS MONTHS OF AUGUST

(Percentage Distribution)

Price Class	Aug 1983	Aug 1984	Aug 1985	Aug 1986	Aug 1987^p
Under $60,000	20	20	16	13	10
$60,000 to $79,999	35	30	29	25	20
$80,000 to $99,999	18	19	19	20	17
$100,000 to $119,999	10	8	12	11	11
$120,000 to $149,999	17	11	11	15	15
$150,000 and over	n/a	12	12	18	27
Median Sales Price	$76,800	$82,000	$83,300	$91,500	$106,500

Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS THIRD QUARTER 1987^p

(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
Under $60,000	8	**	13	14	7
$60,000 to $79,999	18	**	26	26	11
$80,000 to $99,999	19	26	30	33	33
$100,000 to $119,999	12				
$120,000 to $149,999	16	74	30	27	49
$150,000 and over	26				
Median Sales Price	$108,000	$139,900	$90,000	$88,900	$119,000

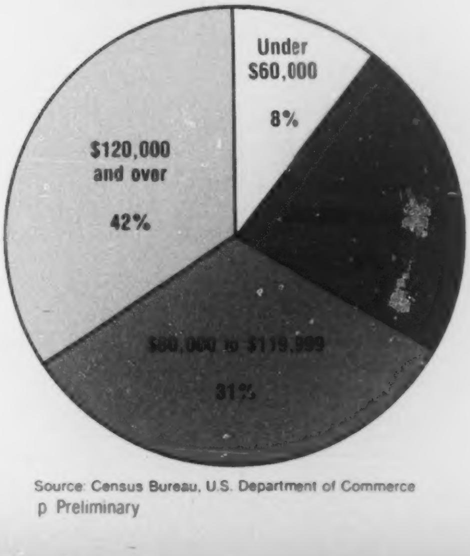
** Insufficient Sample Size

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS THIRD QUARTER 1987^p

(Percentage Distribution)



Source: Census Bureau, U.S. Department of Commerce

p Preliminary

REALTOR®

NATIONAL ASSOCIATION OF REALTORS®
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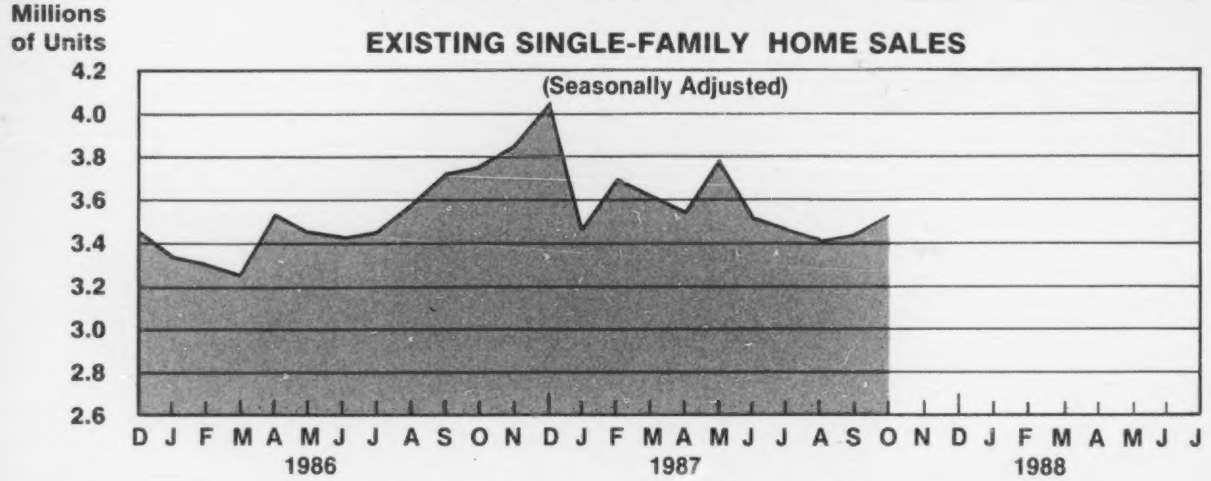
777 14th Street, N.W.
Washington, D.C. 20005

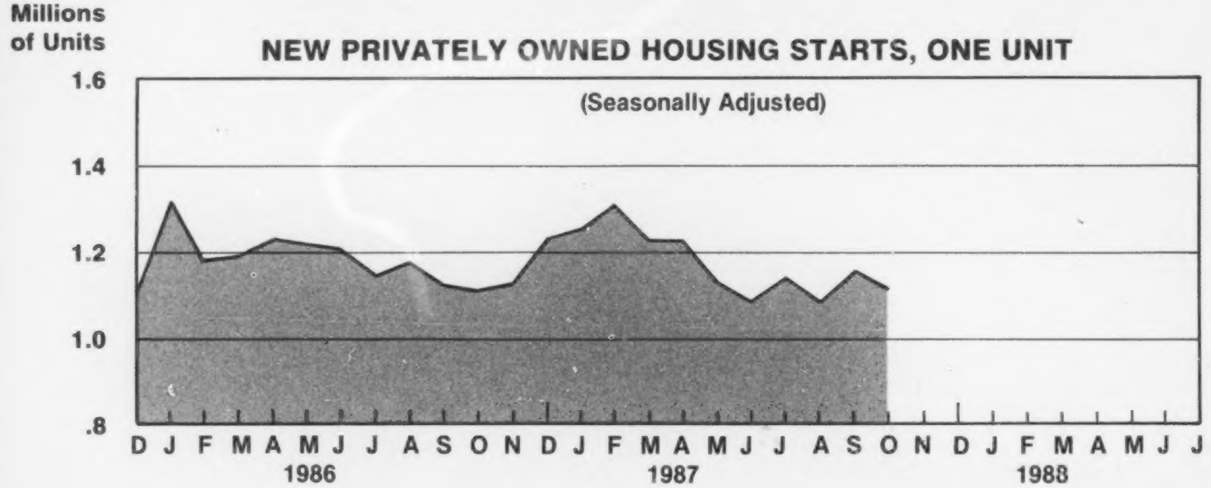
12/31/87 A7000-2

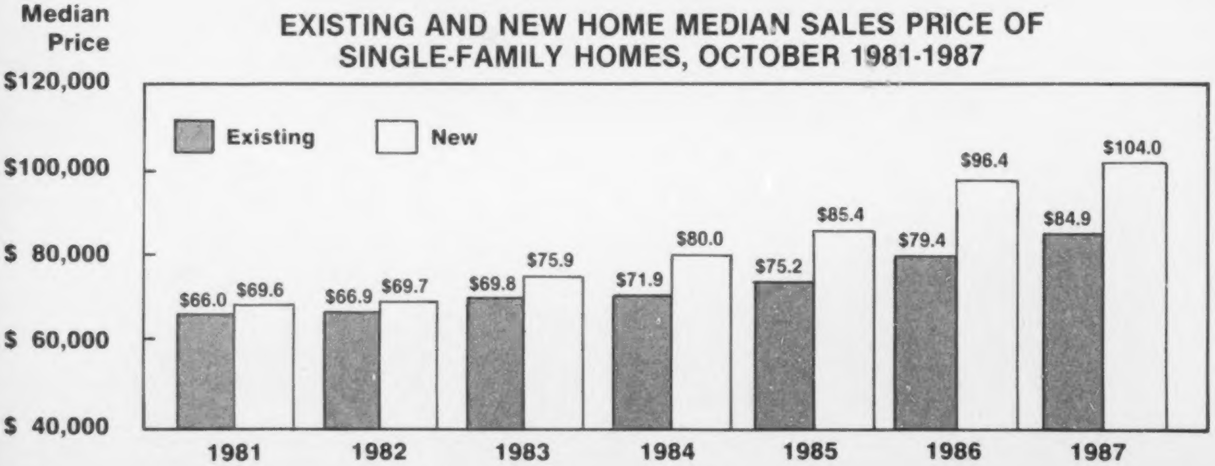
Home Sales

EXISTING AND NEW
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
NATIONAL ASSOCIATION OF REALTORS®

November 1987


EXISTING SINGLE-FAMILY HOME SALES
(Seasonally Adjusted)


NEW PRIVATELY OWNED HOUSING STARTS, ONE UNIT
(Seasonally Adjusted)


EXISTING AND NEW HOME MEDIAN SALES PRICE OF SINGLE-FAMILY HOMES, OCTOBER 1981-1987

SURVEY DESCRIPTION

Publication

1. "Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage

2. Each month the REALTORS® Economics and Research Division receives data on existing single-family home sales from over 400 Boards of REALTORS® and multiple listing systems. In 1985 data on over 1,590,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	.14	South	.35
Midwest	.28	West	.23

Sales Volume

6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium/co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a *standard home*. Prices are influenced by changes in cost *and* changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are *not seasonally adjusted*.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-II Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation—the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium cooperative sales and state home sales are based on a quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

EQUAL HOUSING OPPORTUNITY

THE NATIONAL ASSOCIATION OF REALTORS® is pledged to the letter and spirit of U.S. policy for the achievement of equal housing opportunity throughout the nation. The Association encourages and supports an affirmative advertising and marketing program in which there are no barriers to obtaining housing because of race, color, religion, sex, or national origin.

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home sales

For the past six months, both existing and new home sales have tended to be on a plateau, often moving in opposite directions. This pattern continued through October when existing single-family home sales advanced 3.2 percent to a 3,560,000 unit seasonally adjusted annual rate, while new home sales decreased 1.5 percent to a seasonally adjusted rate of 657,000 units. The gain in existing home sales can be attributed to buyers who backed away from fixed-rate mortgages in favor of adjustable rate mortgages to finance their home purchases. By and large, the drop in new home sales reflects the combination of the stock market uncertainty and rise in interest rates that occurred earlier in the month. The lower relative prices of existing homes minimized the impact of the stock market problems, as buyers of less expensive homes tend to be less heavily invested in stocks and more sensitive to interest rate changes, such as the decline in the wake of the stock market correction on October 19th.

Regional analysis of existing home sales reveals that all four regions experienced increases in sales with the West boasting the sharpest increase, 10.5 percent, to a seasonally adjusted rate of 630,000 units, but down 7.4 percent from a year ago. The Northeast and the South posted increases of 1.5 percent to 690,000 units, and 1,320,000 units, respectively. However, both recorded sales rates below a year ago. Meanwhile, sales in the Midwest retreated 1.1 percent to 910,000 units, a 9.0 percent drop from October 1986.

Regional comparisons of new home sales point out wide geographic variations in October with two regions up and two down. Sales in the Midwest spurted 47.4 percent to a seasonally adjusted rate of 112,000 units, 13.1 percent higher than a year ago. The West also posted a significant increase of 16.0 percent to 218,000 units, up 17.8 percent from a year ago. The South and the Northeast reported similar percentage decreases with the South off 19.6 percent to 226,000 units, 14.1 percent below last October and the Northeast down 18.7 percent to a seasonally adjusted rate of 100,000 units, 21.9 percent below the year ago pace.

Inventory Available for Sale

The total number of homes available for sale increased in October with the supply of existing homes growing by 250,000 to a total 2,370,000 units while the supply of new homes slipped by 1,000 to 360,000 units. The months' supply of existing homes increased to 8.8 months, up from 8.3 months in September and 7.9 months in October of 1986. The supply of new homes on the market decreased to 6.5 months from 6.6 in September and was up from 6.3 months a year ago.

Housing Construction

New privately owned housing starts were sharply lower in October, reflecting a more cautious attitude of builders due to the higher interest rates of September and early October. Although lower interest rates in late October might help, the higher prices of new homes generally will reinforce the cautious attitude of many buyers in the wake of the uncertain investment markets.

Total housing starts dropped to a seasonally adjusted rate of 1,513,000 units, 8.2 percent below September and 8.7 percent lower than October of last year. This is the lowest level in the past 12 months.

The most severe decrease was for structures with 5 units or more where new construction fell to 343,000 units, 15.7 percent below September and 25.1 percent lower than a year ago. The highest vacancy rates in more than 20 years coupled with no incentives under the Tax Reform Act of 1986 are the primary reasons for the weakness in multi-family housing construction.

Single-family starts were at a seasonally adjusted annual rate of 1,103,000 units, just above the 12 month low of 1,088,000 reached in June. This was a pace 7.0 percent below September and 1.0 percent lower than last October.

Regional comparisons show that there were monthly declines in three of the four regions and year-to-year declines in all regions. The biggest loser was the Midwest where the month-to-month rate of starts dropped 19.3 percent to 238,000 units, 3.6 percent below the level of a year ago. The next sharpest decrease was in the South where new construction was down 10.9 percent to a 615,000 unit rate, 9.6 percent below last October. Starts in the West slipped 1.2 percent to a 414,000 unit rate, 10.6 percent below the pace of a year ago. The Northeast was the only region to hold its own registering a scant 0.8 percent increase to a 246,000 unit rate and 7.9 percent off the year ago pace.

Home Sales Prices

Home sales prices moved somewhat lower in October with the existing home median price beginning to reflect the seasonal declines that normally occur in the fall. The national price retreated $200 to $84,900, 6.9 percent above October a year ago and the new home median price dropped $6,000 to $104,000 — still 7.9 percent higher than a year ago. The month-to-month price change in new homes was due primarily to the extraordinary strength in the lower-priced Midwest at the expense of the high cost Northeast and more expensive areas in the South which had provided strength to prices until now.

Existing home prices were moderately lower in the Midwest and up nominally in the other three regions. The Midwest, which usually is the first region to reflect the seasonal softness in prices, was true to form with a $2,200 decrease to $64,200, still 5.1 percent above October a year ago. Prices in the Northeast rose $3,000 to $134,000, a lofty 26.4 percent above the year before. The West was up a nominal $1,100 to $107,800, 6.0 percent more than last October and the South increased a marginal $500 to $79,600, a gain of 4.9 percent on the year.

Resale Housing Affordability

A slight decrease in the median price of an existing single-family home combined with somewhat higher median family income to push the affordability index to 115.2 — a new high for the past 12 months.

At its current level, the composite index means that a family earning the median family income of $30,827 for October would have 115.2 percent of the income necessary to qualify for a conventional loan for 80 percent of the value of a median priced home of $84,900.

The adjustable rate mortgage index increased to 123.4 in October, with the differential between the fixed and adjustable rate mortgage widening to 19.4 points making ARM's even more attractive by comparison. In fact, during October, the higher level of sales activity was partially attributed to purchases made by persons who had turned to ARM's for the home purchase.

Condominium/Co-op Resales

Apartment condominium/cooperative resales posted a 4.1 percent gain to 383,000 units on a seasonally adjusted annual rate basis. This was 10.7 percent above the third quarter of 1986 and the highest quarterly rate so far this year.

When viewed on a regional basis, sales varied, with two regions reporting increases and two reporting decreases. The strongest increase was in the Northeast which reported an 8.9 percent increase to a seasonally adjusted rate of 209,000 units, up 14.2 percent from a year ago. Sales in the Midwest rose 3.1 percent to an annualized rate of 67,000 units, 6.3 percent higher than a year earlier. The South registered a 2.5 percent decrease to 77,000 units, still 10.0 percent above the third quarter of 1986, while the West was off 6.3 percent to a 30,000 unit rate, 3.2 percent below last year's pace.

Nationwide, apartment condo and co-op prices reached a new high in the third quarter with prices advancing in three of the four regions. Prices for the United States in the third quarter increased to $80,000, 8.7 percent higher than a year ago. Prices were strongest in the Midwest with a jump to $65,500, 10.8 percent above the third quarter of last year. The Northeast reported a modest increase to $100,800, up a strong 18.6 percent from the year earlier. The West reported a small increase to $97,300 for a year-to-year gain of 3.6 percent. By contrast, prices in the South dropped to $62,700 for a year-to-year decrease of 5.7 percent.

State Home Resales

Total existing single-family home sales including condos and co-ops decreased nationally and across all regions in the third quarter. Total volume nationwide declined 4.3 percent to a 3,810,000 seasonally adjusted annual rate, off 3.1 percent from last year's pace.

Regional activity slipped in all four regions with decreases ranging from 1 to 9 percent. The South posted a modest decline of 2.9 percent to 1,350,000 units, less than one percent below last year's pace. The West and Midwest registered fairly significant declines with sales in the West down 6.1 percent to a rate of 620,000 units, 4.6 percent below last year's mark, and sales in the Midwest falling 8.7 percent to the 950,000 unit level, off last year's pace by an identical 8.7 percent. Sales in the Northeast declined a modest 1.1 percent to an annualized rate of 880,000 units, unchanged from the same quarter of a year ago.

Quarterly comparisons of state sales activity point to a slowdown in sales during the third quarter with fewer states reporting increases and more enduring decreases. In the current quarter, the number of states reporting year-to-year increases dropped from 34 to 23. In fact, there has been a clear shift from a situation of increasing sales to one of decreasing sales with the number of states reporting increases of 10 percent or more dropping from 20 to 10 and states with decreases of 10 percent or more increasing from 6 to 14.

STATE HOME RESALES

(Change from a Year Ago)

Down 10.0% or more	Down 0.1-9.9%	Up 0.1-9.9%	Up 10.0% or more
Arizona	Alabama	California	Alaska
Arkansas	Florida	Kentucky	Connecticut
Colorado	Illinois	Massachusetts	Delaware
District of Columbia	Indiana	New Hampshire	Georgia
Idaho	Kansas	New Jersey	Hawaii
Michigan	Maryland	New Mexico	Iowa
Mississippi	Minnesota	New York	Louisiana
Missouri	North Carolina	North Dakota	Maine
Montana	Oklahoma	Oregon	Nevada
Nebraska	Rhode Island	Pennsylvania	South Carolina
Ohio	Tennessee	South Dakota	
Utah	Virginia	Texas	
Wisconsin	Washington	Vermont	
Wyoming	West Virginia		

Metropolitan Home Prices

With four out of every five metropolitan areas in our survey posting higher prices it is instructive to look at the geographic composition of the extremes of the distribution — those with increases of 10 percent or more and those reporting price declines. Each group has a strong regional character with five of the eight fastest appreciating mets located in the Northeast and seven of the ten mets with price decreases being located in the South. Those areas with increases of 10 percent or more were Albany/Schenectady/Troy, NY (19.1%), Orange County, CA (Anaheim/Santa Ana) (12.1%), Boston (11.4%), Detroit (10.0%), Hartford (25.3%), and Providence (37.8%). The mets with price decreases were Albuquerque (–1.2%), Baton Rouge (–0.9%), Dallas/Ft. Worth (–3.4%), Ft. Lauderdale/Hollywood/Pompano Beach (–3.1%), Houston (–4.4%), Las Vegas (–5.7%), Louisville (–0.7%), Miami/Hialeah (–2.3%), Oklahoma City (–1.4%), Toledo (–5.5%).

METROPOLITAN AREA MEDIAN PRICE

(Change from a Year Ago)

Down	Up 0.1-4.9%	Up 5.0-9.9%	Up 10% or More
Albuquerque	Akron	Baltimore	Albany/Schenectady/Troy
Baton Rouge	Birmingham	Buffalo/Niagara Falls	Anaheim/Santa Ana MSA
Dallas/Ft. Worth	Cleveland	Chicago	Orange County
Ft. Lauderdale/Hollywood/ Pompano Beach	Denver	Cincinnati	Boston
Houston	Des Moines	El Paso	Columbus
Las Vegas	Indianapolis	Grand Rapids	Detroit
Louisville	Jacksonville	Kansas City	Hartford
Miami/Hialeah	Milwaukee	Los Angeles	Philadelphia
Oklahoma City	Minneapolis	Memphis	Providence
Toledo	Omaha	Nashville/Davidson	
	Orlando	New York/Northern New Jersey/ Long Island	
	Phoenix	Rochester	
	Portland	St. Louis	
	Salt Lake City/Ogden	San Diego	
	San Antonio	San Francisco	
	Tampa/St. Petersburg/Clearwater	Syracuse	
	Tulsa	Washington, D.C.	
	West Palm Beach/Boca Raton/ Delray Beach		

UNITED STATES SUMMARY

		Single-Family Home Sales (Seasonally Adjusted Annual Rates)		Number of Homes Available for Sale (End of Period)		Months' Supply of Homes on the Market		Median Sales Price of Single-Family Homes	
Year		Existing	New	Existing	New	Existing	New	Existing	New
1981		2,419,000	436,000	n/a	278,000	*	*	$66,400	$68,900
1982		1,990,000	412,000	1,910,000	255,000	*	*	67,800	69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	749,000	1,970,000	366,000	*	*	80,300	92,000
1986	Oct	3,760,000	675,000	2,470,000	357,000	7.9	6.3	$79,400	$ 96,400
	Nov	3,850,000	691,000	2,570,000	353,000	8.0	6.2	80,400	94,000
	Dec	4,060,000	768,000	1,970,000	357,000	5.8	5.8	80,800	95,000
1987	Jan	3,480,000	712,000	2,380,000	358,000	8.2	6.2	$82,100	$ 98,500
	Feb	3,690,000	740,000	2,570,000	358,000	8.4	6.1	85,000	95,200
	Mar	3,680,000	720,000	2,620,000	358,000	8.5	6.0	85,600	98,400
	Apr	3,560,000	733,000	2,620,000	359,000	8.8	5.8	85,000	96,500
	May	3,770,000	649,000	2,520,000	355,000	8.0	6.8	85,200	104,900
	Jun	3,500,000	641,000	2,390,000	359,000	8.2	6.8	85,200	109,000
	Jul^{r}	3,430,000	671,000	2,330,000	359,000	8.2	6.6	86,200	105,000
	Aug^{r}	3,410,000	686,000	2,400,000	361,000	8.4	6.5	85,100	106,600
	Sep^{r}	3,450,000	667,000	2,370,000	361,000	8.3	6.6	85,100	110,000
	Oct^{p}	3,560,000	657,000	2,620,000	360,000	8.8	6.5	84,900	104,000

r Revised p Preliminary n/a not available * not applicable

Source: New home sales data from Census Bureau, U.S. Department of Commerce

UNIT VOLUME

EXISTING SINGLE—FAMILY HOME SALES

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1981		2,419,000	353,000	632,000	917,000	516,000					
1982		1,990,000	354,000	490,000	780,000	366,000					
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1986	Oct	3,760,000	740,000	1,000,000	1,350,000	680,000	326,000	70,000	81,000	115,000	60,000
	Nov	3,850,000	710,000	1,030,000	1,430,000	680,000	266,000	46,000	63,000	110,000	46,000
	Dec	4,060,000	810,000	1,080,000	1,400,000	760,000	268,000	50,000	68,000	97,000	52,000
1987	Jan	3,480,000	680,000	1,000,000	1,230,000	570,000	216,000	43,000	56,000	83,000	35,000
	Feb	3,690,000	710,000	1,120,000	1,270,000	580,000	241,000	41,000	78,000	84,000	38,000
	Mar	3,680,000	730,000	1,110,000	1,270,000	570,000	325,000	57,000	102,000	113,000	52,000
	Apr	3,560,000	670,000	1,030,000	1,270,000	590,000	331,000	59,000	102,000	119,000	51,000
	May	3,770,000	740,000	1,000,000	1,380,000	640,000	346,000	66,000	94,000	126,000	59,000
	Jun	3,500,000	690,000	900,000	1,270,000	640,000	360,000	72,000	96,000	123,000	69,000
	Jul	3,430,000	670,000	900,000	1,240,000	610,000	333,000	68,000	88,000	120,000	55,000
	Aug	3,410,000	670,000	860,000	1,280,000	600,000	319,000	68,000	82,000	114,000	54,000
	Sep^r	3,450,000	680,000	900,000	1,300,000	570,000	294,000	63,000	75,000	104,000	52,000
	Oct^p	3,560,000	690,000	910,000	1,320,000	630,000	300,000	65,000	72,000	108,000	54,000

Components may not agree with totals due to rounding.
r Revised p Preliminary

DOLLAR VOLUME

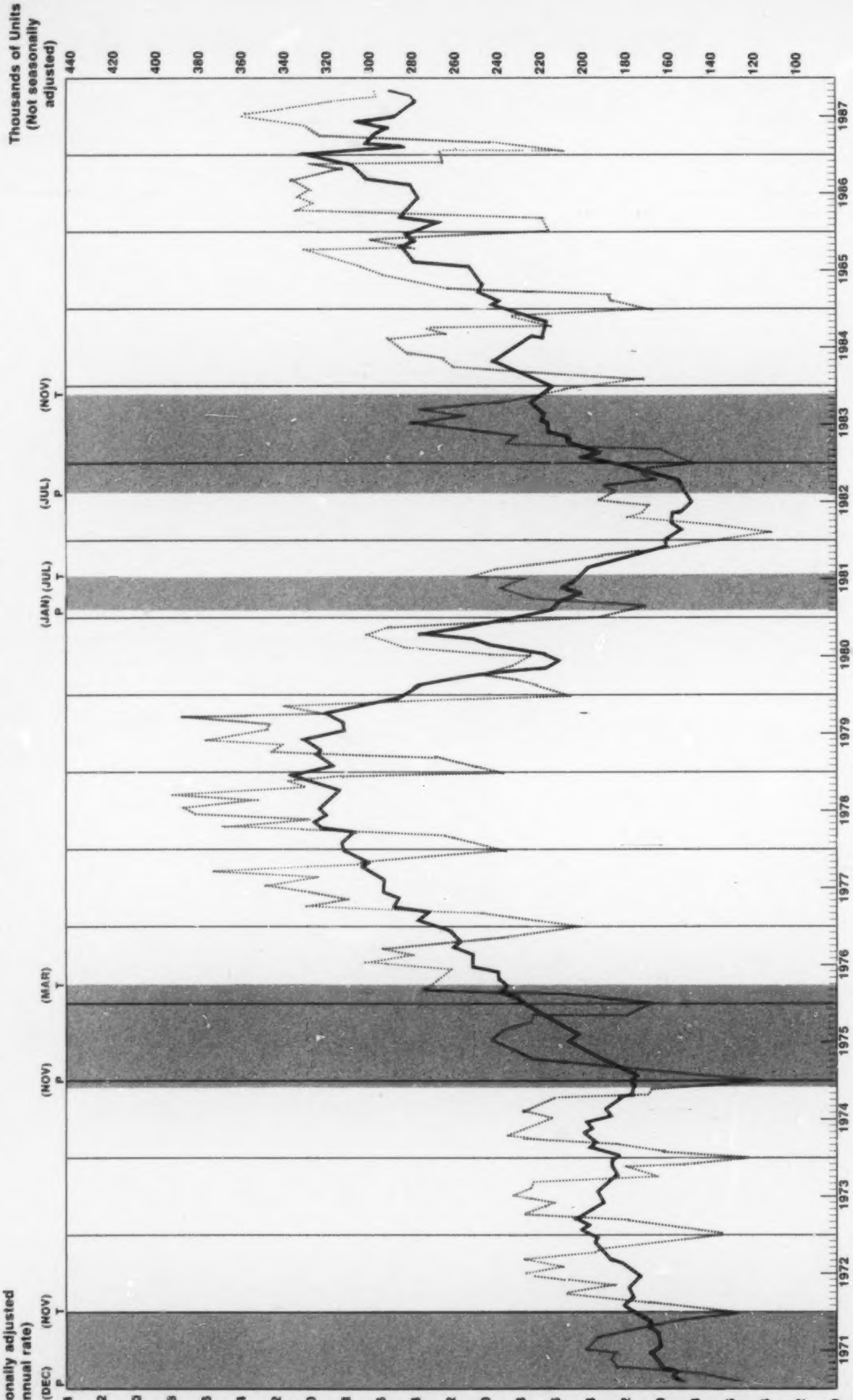
DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES

(Billions of Dollars)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1981		$189.4	$ 26.8	$37.2	$ 69.1	$57.5					
1982		160.2	26.7	29.7	61.4	41.8					
1983		225.9	42.1	44.6	84.4	53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1986	Oct	$369.3	$ 97.1	$68.6	$120.0	$83.6	$31.7	$ 9.2	$5.6	$10.2	$7.3
	Nov	382.4	94.2	74.4	129.4	84.4	26.3	6.1	4.5	10.0	5.7
	Dec	413.5	110.0	77.5	129.3	96.7	27.0	6.9	4.9	8.9	6.7
1987	Jan	$348.5	$ 91.2	$74.1	$115.4	$67.6	$21.7	$ 5.8	$4.1	$ 7.8	$4.1
	Feb	384.7	98.2	84.6	123.8	74.9	25.2	5.6	5.9	8.2	4.8
	Mar	386.2	103.5	85.3	125.8	70.4	34.1	8.1	7.9	11.2	6.5
	Apr	373.6	96.3	77.2	123.4	75.7	34.8	8.5	7.7	11.6	6.5
	May	400.4	108.4	77.0	135.0	83.1	36.8	9.8	7.2	12.4	7.6
	Jun	371.0	103.8	67.2	122.0	83.3	38.2	10.8	7.2	11.8	9.0
	Jul	369.1	105.0	67.8	118.5	81.3	35.8	10.7	6.6	11.5	7.3
	Aug	359.1	99.2	65.6	120.9	78.0	33.6	10.1	6.3	10.8	7.0
	Sep^r	366.4	99.1	69.1	124.5	75.7	31.2	9.1	5.8	10.0	6.9
	Oct^p	379.8	102.0	67.3	126.9	86.2	32.0	9.6	5.3	10.4	7.4

Components may not agree with totals due to rounding.
r Revised p Preliminary

EXISTING SINGLE-FAMILY HOME SALES FOR THE UNITED STATES, MONTHLY, 1971-1987



Peak (P) of cycle indicates end of expansion in general economy and beginning of recession (shaded area).

Trough (T) of cycle indicates end of recession in general economy and beginning of expansion.

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
				Median					Average (Mean)		
1981		$66,400	$ 63,700	$54,300	$64,400	$ 96,200	$ 78,300	$ 76,000	$58,900	$75,400	$111,400
1982		67,800	63,500	55,100	67,100	98,900	80,500	75,400	60,700	78,700	114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1986	Oct	$79,400	$106,000	$61,100	$75,900	$101,700	$ 97,300	$131,600	$68,700	$89,000	$123,200
	Nov	80,400	106,400	63,500	76,300	102,400	99,100	131,900	72,500	90,700	123,900
	Dec	80,800	109,300	62,700	75,400	100,500	100,600	136,000	71,500	92,100	126,600
1987	Jan	$82,100	$108,700	$65,200	$78,700	$100,300	$100,100	$136,100	$73,800	$93,900	$119,900
	Feb	85,000	125,400	67,100	82,100	104,000	104,300	138,300	75,500	97,500	128,400
	Mar	85,600	128,000	67,600	83,700	101,900	104,900	141,500	76,800	99,100	124,500
	Apr	85,000	129,000	66,700	81,800	103,300	105,000	144,200	75,300	97,200	127,900
	May	85,200	132,400	66,300	81,400	103,200	106,300	147,100	76,600	98,000	128,900
	Jun	85,200	136,400	65,600	80,500	105,100	106,000	150,500	74,700	96,100	130,200
	Jul	86,200	143,200	65,900	78,400	106,700	107,600	156,700	75,300	95,600	133,200
	Aug	85,100	134,800	66,200	79,700	104,700	105,300	148,000	76,300	94,500	130,000
	Sep[r]	85,100	131,000	66,400	79,100	106,700	106,200	145,800	76,800	95,800	132,800
	Oct[p]	84,900	134,000	64,200	79,600	107,800	106,700	147,800	74,000	96,100	136,800

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS
(Percentage Distribution)

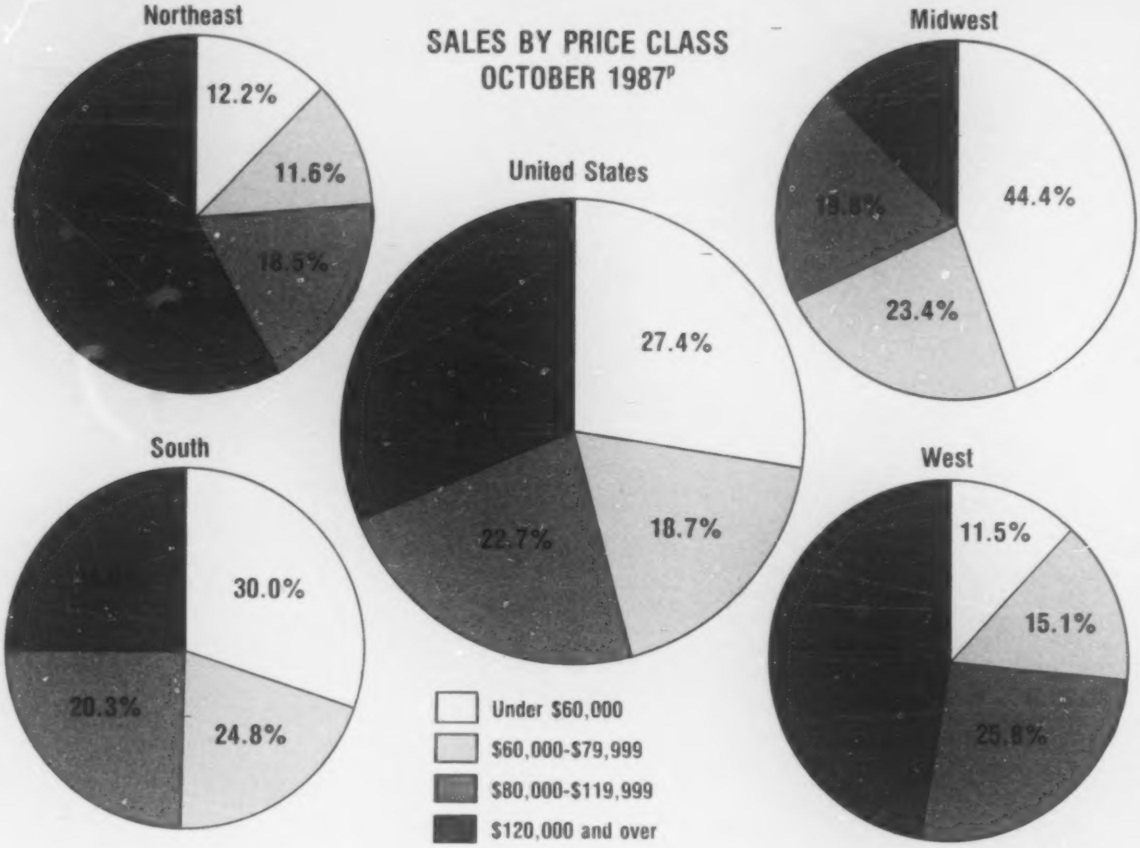
Price Class	Oct 1983	Oct 1984	Oct 1985	Oct 1986[r]	Oct 1987[p]
$ 19,999 or under	2.0	2.4	1.8	1.5	2.0
$ 20,000-$ 29,999	4.0	3.9	3.3	2.7	2.8
$ 30,000-$ 39,999	8.2	7.2	6.4	5.6	5.5
$ 40,000-$ 49,999	11.0	10.5	9.5	8.7	7.7
$ 50,000-$ 59,999	12.7	12.1	11.9	10.5	9.4
$ 60,000-$ 69,999	12.2	11.9	11.7	11.1	9.7
$ 70,000-$ 79,999	10.5	10.5	10.5	10.1	9.0
$ 80,000-$ 89,999	8.6	8.4	8.7	9.1	8.0
$ 90,000-$ 99,999	5.9	6.3	6.0	6.8	5.9
$100,000-$119,999	8.1	8.2	8.4	9.1	8.8
$120,000-$159,999	9.2	9.7	11.2	11.5	13.5
$160,000-$199,999	3.6	4.1	4.5	5.7	6.9
$200,000-$249,999	1.9	2.2	2.6	3.4	4.5
$250,000 and over	2.1	2.6	3.1	4.2	6.3
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$69,800	$71,900	$75,200	$79,400	$84,900

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS OCTOBER 1987[p]
(Percentage Distribution)

Number of Bedrooms	United States	Northeast	Midwest	South	West
2 Bedrooms or less	18.3	15.3	21.6	15.0	21.0
3 Bedrooms	52.7	48.4	54.5	56.8	48.9
4 Bedrooms or more	29.0	36.3	23.9	28.2	30.1
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary

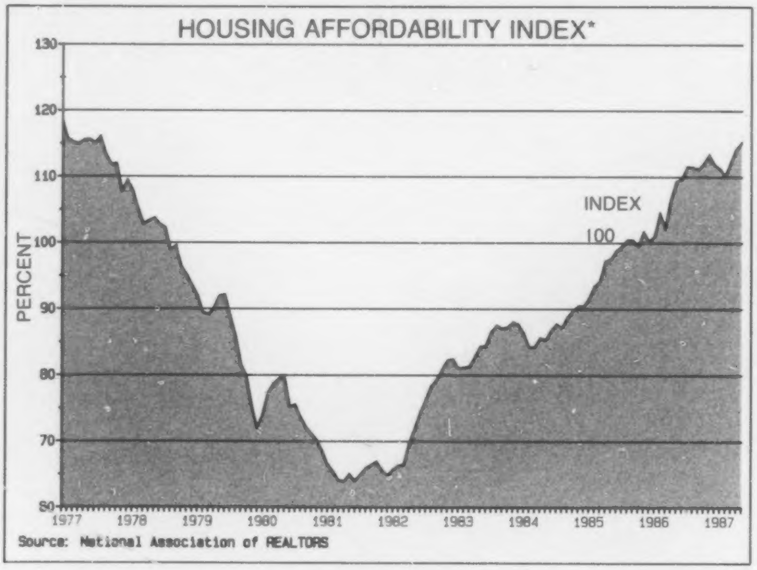


SALES OF EXISTING SINGLE-FAMILY HOMES
BY PRICE CLASS
OCTOBER 1987p
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	2.0	1.1	3.8	1.7	0.8
$ 20,000-$ 29,999	2.8	1.0	5.3	2.7	0.7
$ 30,000-$ 39,999	5.5	2.0	9.6	6.3	1.4
$ 40,000-$ 49,999	7.7	3.2	11.7	9.2	3.2
$ 50,000-$ 59,999	9.4	4.9	14.0	10.1	5.4
$ 60,000-$ 69,999	9.7	5.8	12.9	10.5	7.2
$ 70,000-$ 79,999	9.0	5.8	10.5	9.8	7.9
$ 80,000-$ 89,999	8.0	5.7	8.3	8.9	7.7
$ 90,000-$ 99,999	5.9	4.7	5.3	6.3	6.7
$100,000-$119,999	8.8	8.1	6.2	9.6	11.4
$120,000-$159,999	13.5	20.5	7.4	12.7	18.1
$160,000-$199,999	6.9	13.8	2.6	5.6	9.9
$200,000-$249,999	4.5	9.5	1.3	3.1	7.7
$250,000 and over	6.3	13.9	1.1	3.5	11.9
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$84,900	$134,000	$64,200	$79,600	$106,700

p Preliminary

HOUSING AFFORDABILITY



Source: National Association of REALTORS

Year	Median-Priced Existing Single-Family Home	Mortgage Rate**	Monthly P & I Payment	Payment as % Income	Median Family Income	Qualifying Income***	Affordability Indexes		
							Composite	Fixed	ARM
1981	$66,400	15.12%	$677	36.3%	$22,388	$32,485	68.9	68.9	68.9
1982	67,800	15.38	702	35.9	23,433	33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1986									
Oct	$79,400	9.97%	$556	22.9%	$29,171	$26,689	109.3	105.5	118.1
Nov	80,400	9.84	557	22.8	29,314	26,729	109.7	105.7	119.0
Dec	80,800	9.65	551	22.4	29,458	26,430	111.5	107.1	119.8
1987									
Jan	$82,100	9.53%	$554	22.5%	$29,595	$26,578	111.4	108.6	118.8
Feb	85,000	9.21	557	22.5	29,417	26,732	111.1	108.3	118.0
Mar	85,600	9.09	555	22.3	29,868	26,661	112.0	109.8	119.5
Apr	85,000	9.09	552	22.1	30,005	26,475	113.3	111.3	121.2
May	85,200	9.27	562	22.4	30,142	26,963	111.8	109.0	120.0
Jun	85,200	9.38	567	22.5	30,279	27,224	111.2	105.5	121.9
Jul	86,200	9.41	575	22.7	30,416	27,616	110.1	101.9	119.5
Aug	85,100	9.40	567	22.3	30,553	27,240	112.2	103.8	121.3
Sep[r]	85,100	9.25	560	21.9	30,689	26,884	114.2	104.7	122.8
Oct[p]	84,900	9.22	557	21.7	30,827	26,750	115.2	104.0	123.4

r Revised
p Preliminary
* Index equals 100 when median family income equals qualifying income.
** Effective rate on loans closed on existing homes—Federal Home Loan Bank Board.
*** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1981		153,000	45,000	33,000	46,000	28,000
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1986	III	346,000	183,000	63,000	70,000	31,000
	IV	403,000	211,000	67,000	85,000	40,000
1987	I	346,000	169,000	66,000	79,000	32,000
	II	368,000	192,000	65,000	79,000	32,000
	III[r]	383,000	209,000	67,000	77,000	30,000

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1981		2,572,000	398,000	665,000	963,000	544,000
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1986	III	3,930,000	880,000	1,040,000	1,360,000	650,000
	IV	4,290,000	960,000	1,100,000	1,480,000	750,000
1987	I	3,960,000	880,000	1,140,000	1,340,000	610,000
	II	3,980,000	890,000	1,040,000	1,390,000	660,000
	III[r]	3,810,000	880,000	950,000	1,350,000	620,000

MEDIAN SALES PRICE OF APARTMENT CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1982		$62,000	$60,800	$54,200	$59,800	$79,400
1983		64,000	61,300	55,000	62,000	97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1986	III	$73,600	$85,000	$59,100	$66,500	$93,900
	IV	75,600	89,700	58,700	62,000	94,900
1987	I	$72,200	$85,500	$59,300	$63,300	$90,200
	II	78,000	98,800	59,400	69,000	95,700
	III[r]	80,000	100,800	65,500	62,700	97,300

[r] Revised

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE SINGLE-FAMILY, APARTMENT CONDOS and CO-OPS (Units in Thousands)

	Years			Quarters (Seasonally Adjusted Annual Rate)				
State	1984	1985	1986	1986		1987		
				III	IV	I	II	IIIr
Alabama	53.3	59.7	60.8	60.1	69.1	59.2	63.9	57.1
Alaska	9.2	10.0	6.1	6.0	5.6	4.8	7.9	8.9
Arizona	59.8	71.7	73.8	76.7	73.1	45.5	84.4	68.6
Arkansas	43.4	49.8	52.8	59.8	57.5	50.7	52.4	46.8
California*	382.1	407.2	484.6	505.3	579.1	439.3	570.1	507.2
Colorado	47.1	49.3	47.5	56.1	52.7	56.3	50.7	40.2
Connecticut	44.5	56.0	52.0	47.9	65.0	51.7	49.9	54.5
Delaware	10.0	12.3	12.9	8.2	12.9	13.5	14.5	14.0
District of Columbia	7.8	9.9	11.6	11.6	12.1	12.3	10.1	10.4
Florida	137.6	151.3	169.4	183.0	217.7	160.1	186.4	179.8
Georgia	60.1	65.1	75.1	78.4	83.7	80.1	104.9	89.7
Hawaii	7.0	7.9	10.0	9.7	13.7	10.7	12.5	11.4
Idaho	12.3	11.5	11.3	12.7	11.9	13.2	10.6	9.4
Illinois	122.5	140.5	179.2	203.7	192.2	172.4	168.6	191.8
Indiana	64.5	90.1	86.1	90.8	91.3	100.2	99.2	83.5
Iowa	41.9	39.5	46.1	47.1	46.0	56.8	47.8	58.0
Kansas	49.8	47.4	54.4	52.0	57.2	62.9	56.0	49.0
Kentucky	57.3	57.7	58.6	60.9	69.1	51.8	63.4	62.8
Louisiana	50.3	44.1	34.0	34.0	35.3	44.0	39.8	41.2
Maine	23.3	27.1	30.8	31.2	36.5	29.5	39.5	35.1
Maryland	66.8	80.9	86.9	90.5	99.4	68.7	78.9	82.3
Massachusetts	66.5	80.5	84.6	92.4	94.0	86.5	113.7	97.2
Michigan	139.4	167.2	186.6	176.2	192.9	194.6	185.7	151.2
Minnesota	65.5	73.9	96.8	77.9	87.2	128.8	78.2	75.2
Mississippi	32.0	35.5	34.2	39.3	37.2	35.5	36.6	34.7
Missouri	81.0	85.8	88.4	92.2	100.0	96.5	90.4	81.3
Montana	12.4	11.1	11.9	13.4	12.2	10.7	12.4	10.5
Nebraska	24.9	24.5	25.5	26.5	26.4	31.0	26.5	20.3
Nevada	9.4	10.0	11.0	10.6	10.2	9.3	13.0	13.9
New Hampshire	16.9	19.3	20.3	19.6	24.6	23.0	13.4	20.4
New Jersey	119.7	148.8	159.6	159.7	165.1	163.1	169.4	160.5
New Mexico	19.1	19.8	19.5	18.9	22.7	21.0	21.3	19.9
New York	148.9	190.7	216.8	214.0	236.8	242.8	240.9	214.4
North Carolina	103.2	123.3	139.2	144.1	152.4	140.7	149.9	140.4
North Dakota	10.0	8.9	9.5	9.7	12.1	15.9	10.0	10.0
Ohio	138.3	162.5	179.9	199.2	205.0	189.6	189.6	166.4
Oklahoma	51.9	46.8	49.4	49.8	47.6	41.5	43.0	46.1
Oregon	35.7	39.3	45.0	46.2	54.1	48.7	45.4	47.4
Pennsylvania	170.4	210.8	258.3	274.4	304.5	267.8	229.8	286.8
Rhode Island	11.0	13.2	13.5	14.4	15.0	12.2	14.0	14.2
South Carolina	46.0	52.6	58.0	55.6	67.2	51.3	68.3	64.0
South Dakota	11.8	11.3	13.2	11.9	12.7	13.7	13.3	12.6
Tennessee	78.7	99.2	112.0	119.6	126.2	109.9	118.7	112.3
Texas	196.7	203.8	198.9	214.9	244.1	201.0	226.5	234.9
Utah	15.0	15.5	14.6	16.8	15.4	17.9	13.7	13.7
Vermont	8.2	9.9	12.4	12.8	14.6	12.8	15.9	13.1
Virginia	98.1	107.2	130.4	17.2	125.4	118.0	118.0	110.3
Washington	44.9	43.8	50.6	54.2	60.1	45.4	41.9	53.2
West Virginia	34.6	37.7	39.7	38.7	38.1	47.0	40.9	37.8
Wisconsin	56.0	65.5	76.9	77.9	82.5	83.1	76.1	59.8
Wyoming	6.2	6.5	6.1	6.6	6.6	6.7	6.6	4.8

* Provided by the California Association of REALTORS®

r Revised

METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*

(Not Seasonally Adjusted in Thousands of Dollars)

Metropolitan Area	Years			Quarters				
	1984	1985	1986	1986		1987		
				III	IV	I	II	III^r
Akron	$ 50.4	$ 52.7	$56.2	$ 56.9	$ 56.7	$ 54.7	$56.9	$57.8
Albany/Schenectady/Troy	52.9	60.3	72.7	74.4	76.3	80.1	86.5	88.6
Albuquerque	73.4	76.8	81.6	85.4	82.0	83.1	82.5	84.4
Orange County (Anaheim/Santa Ana MSA**)	133.7	136.2	147.7	149.6	152.4	156.1	167.3	167.7
Baltimore	66.1	72.6	74.0	78.0	74.3	81.0	76.8	81.9
Baton Rouge	73.5	74.6	70.9	69.8	68.5	68.3	68.1	69.2
Birmingham	65.1	64.5	68.3	69.6	66.7	67.5	72.7	71.6
Boston	100.0	134.2	159.2	163.0	167.8	170.0	175.8	181.6
Buffalo/Niagara Falls	44.8	46.7	52.4	52.8	53.5	55.6	56.5	55.9
Chicago	79.5	81.1	86.1	86.7	85.8	85.7	90.9	91.2
Cincinnati	58.9	60.2	n/a	64.5	n/a	63.8	65.9	68.8
Cleveland	62.7	64.4	66.9	68.4	65.1	n/a	n/a	68.5
Columbus	59.9	62.2	65.5	66.1	64.0	66.9	67.2	72.7
Dallas/Ft. Worth	82.2	87.7	92.8	92.4	89.8	91.2	90.0	89.3
Denver	82.7	84.3	86.4	87.5	85.8	89.9	88.2	91.0
Des Moines	52.4	52.5	55.9	55.2	55.0	55.9	56.8	56.2
Detroit	48.5	51.7	58.1	59.9	60.1	64.3	66.2	65.9
El Paso	57.8	57.6	59.0	59.6	58.5	58.0	58.0	62.6
Ft. Lauderdale/Hollywood/Pompano Beach	73.1	74.6	77.7	83.4	77.7	76.6	79.7	80.8
Grand Rapids	42.8	46.7	50.4	50.6	49.7	51.7	53.4	54.0
Hartford	87.4	99.6	129.0	132.0	134.6	136.6	157.0	165.4
Houston	77.6	78.6	69.9	70.4	67.6	64.7	67.4	67.3
Indianapolis	53.1	55.0	59.0	59.9	57.5	61.6	63.8	62.8
Jacksonville	55.7	58.4	62.8	65.7	62.7	62.7	65.8	66.3
Kansas City	59.1	61.4	65.4	64.1	65.1	72.9	71.1	69.2
Las Vegas	76.3	75.1	77.5	81.3	78.5	76.1	77.9	76.7
Los Angeles Area**	115.3	n/a	128.8	132.9	130.2	130.1	139.6	145.4
Louisville	48.9	50.6	51.7	53.7	51.9	52.1	53.4	53.3
Memphis	64.1	64.6	70.6	71.5	69.9	70.6	76.9	75.2
Miami/Hialeah	79.5	80.5	81.1	85.5	79.1	74.7	84.4	83.5
Milwaukee	68.2	67.5	69.9	70.8	69.2	67.8	71.7	70.9
Minneapolis/St. Paul	74.0	75.2	77.9	78.1	77.4	80.4	80.2	80.9
Nashville/Davidson	62.9	66.1	70.8	71.2	71.7	73.4	75.6	75.7
New York/Northern New Jersey/Long Island	105.3	134.0	160.6	167.8	167.6	169.4	183.0	183.0
Oklahoma City	63.9	64.7	63.0	62.3	62.9	62.4	65.2	61.4
Omaha	56.2	58.3	58.8	57.8	58.8	57.8	60.0	59.7
Orlando	70.1	70.3	72.5	72.8	72.1	73.6	76.4	72.9
Philadelphia	65.2	70.8	74.5	75.6	77.1	79.8	84.4	84.4
Phoenix	74.7	74.7	78.4	79.1	77.9	78.4	81.4	82.7
Portland	62.9	61.5	62.6	63.1	62.5	62.7	64.3	64.0
Providence	59.6	67.5	87.6	91.9	96.4	101.3	109.8	126.6
Rochester	59.7	64.2	68.3	69.1	69.1	69.5	72.3	74.1
St. Louis	61.8	65.7	70.9	72.0	71.9	71.9	74.7	75.7
Salt Lake City/Ogden	65.8	66.7	68.5	69.9	69.0	68.1	69.5	71.1
San Antonio	67.5	67.7	69.2	69.3	70.2	67.6	72.6	72.1
San Diego**	100.2	106.4	118.2	121.1	118.8	121.1	127.1	131.7
San Francisco Bay Area	129.9	n/a	n/a	164.9	164.8	n/a	n/a	175.9
Syracuse	50.7	58.8	64.3	66.2	66.4	65.2	68.1	71.3
Tampa/St. Petersburg/Clearwater	58.4	58.4	61.1	62.8	62.4	59.8	64.9	65.0
Toledo, OH	50.7	51.9	56.0	60.2	53.2	53.4	58.2	56.9
Tulsa	67.3	66.7	65.5	65.6	63.4	64.1	67.4	66.7
Washington, D.C.	93.0	97.1	101.2	98.9	102.0	107.7	115.0	108.4
West Palm Beach/Boca Raton/Delray Beach	84.8	88.3	92.6	96.6	90.9	96.9	104.3	99.0

n/a Not Available r Revised

*All areas are metropolitan statistical areas (MSA) as defined by the U.S. Office of Management and Budget. They include the named central city and surrounding suburban areas. **Provided by the California Association of REALTORS®

NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED
(Thousands of units)

Year		Total	In structures with—			Regions			
			1 unit	2 to 4 units	5 units or more	Northeast	Midwest	South	West
1981		1,084	705	91	288	117	165	562	240
1982		1,062	663	80	320	117	149	591	205
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
					Seasonally Adjusted Annual Rates				
1986	Oct	1,657	1,114	85	458	267	247	680	463
	Nov	1,637	1,129	71	437	273	275	608	481
	Dec	1,813	1,233	108	472	309	394	602	508
1987	Jan	1,816	1,253	79	484	336	431	589	460
	Feb	1,838	1,303	76	459	291	371	675	501
	Mar	1,730	1,211	85	434	296	348	616	470
	Apr	1,643	1,208	67	368	272	305	665	401
	May	1,606	1,130	67	409	297	309	623	377
	Jun	1,586	1,088	85	413	256	287	607	436
	Jul	1,598	1,143	59	396	278	255	636	429
	Aug^r	1,585	1,111	59	415	250	272	641	422
	Sep^r	1,648	1,186	55	407	244	295	690	419
	Oct^p	1,513	1,103	67	343	246	238	615	414

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce

NEW ONE-FAMILY HOUSES SOLD
(Thousands of houses sold during period)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1981		436	46	60	219	112					
1982		412	47	48	219	99					
1983		623	76	71	323	152					
1984		639	94	76	309	160					
1985		688	112	82	323	170					
1986		750	136	96	321	196					
				Seasonally Adjusted Annual Rates					Not Seasonally Adjusted		
1986	Oct	675	128	99	263	185	54	11	8	20	15
	Nov	691	141	77	299	174	48	10	5	21	12
	Dec	768	140	128	300	200	49	9	7	20	13
1987	Jan	712	146	95	290	181	53	10	5	23	15
	Feb	740	126	135	290	188	59	9	9	25	17
	Mar	720	124	106	290	200	73	11	11	30	21
	Apr	733	116	115	301	201	72	10	12	29	20
	May	649	110	86	271	183	62	11	9	25	17
	Jun	641	97	97	268	179	58	9	9	24	15
	Jul^r	671	117	93	269	191	55	10	8	22	15
	Aug^r	686	114	89	282	201	57	10	8	23	16
	Sep^p	667	123	76	281	188	54	12	6	22	14
	Oct^r	657	100	112	226	218	51	8	9	17	18

Components may not agree with totals due to rounding

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS MONTHS OF SEPTEMBER

(Percentage Distribution)

Price Class	Sep 1983	Sep 1984	Sep 1985	Sep 1986	Sep 1987^{p}
Under $60,000	18	21	17	11	8
$60,000 to $79,999	30	29	28	23	15
$80,000 to $99,999	22	19	19	19	19
$100,000 to $119,999	7	8	11	15	13
$120,000 to $149,999	22	10	11	11	17
$150,000 and over	n/a	12	14	21	28
Median Sales Price	$81,000	$81,300	$84,700	$95,000	$110,000

Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS THIRD QUARTER 1987^{p}

(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
Under $60,000	8	**	13	14	7
$60,000 to $79,999	18	**	26	26	11
$80,000 to $99,999	19	26	30	33	33
$100,000 to $119,999	12				
$120,000 to $149,999	16	74	30	27	49
$150,000 and over	26				
Median Sales Price	$108,000	$139,900	$90,000	$88,900	$119,000

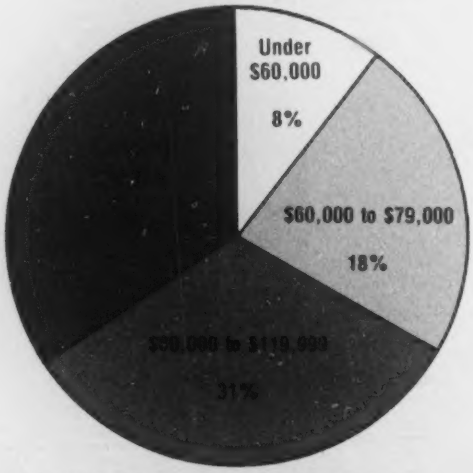
** Insufficient Sample Size

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS THIRD QUARTER 1987^{p}

(Percentage Distribution)



Source: Census Bureau, U.S. Department of Commerce

p Preliminary

REALTOR®

NATIONAL ASSOCIATION OF REALTORS®
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Washington, D.C. 20005

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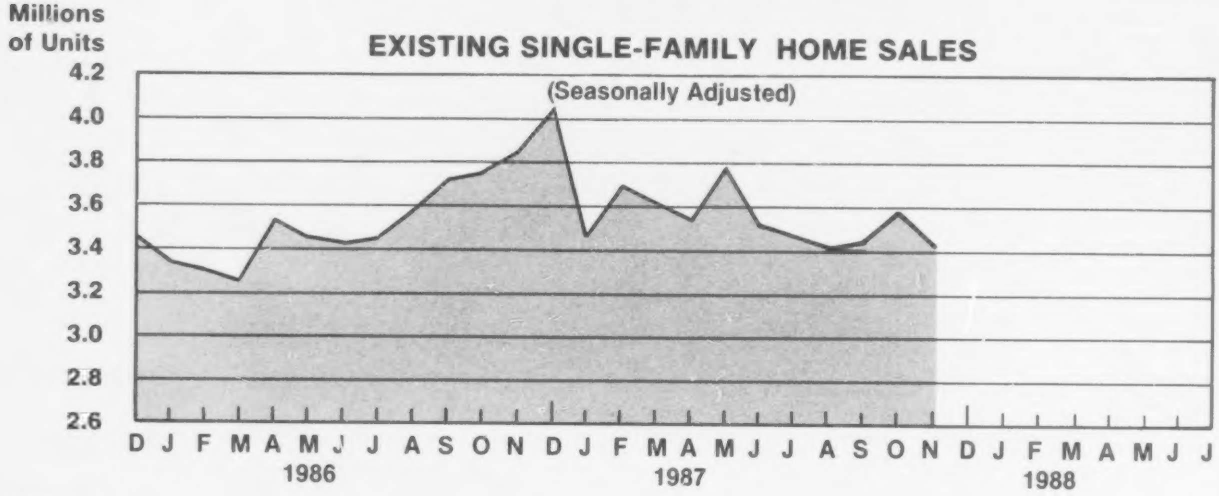
Home Sales

EXISTING AND NEW SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS

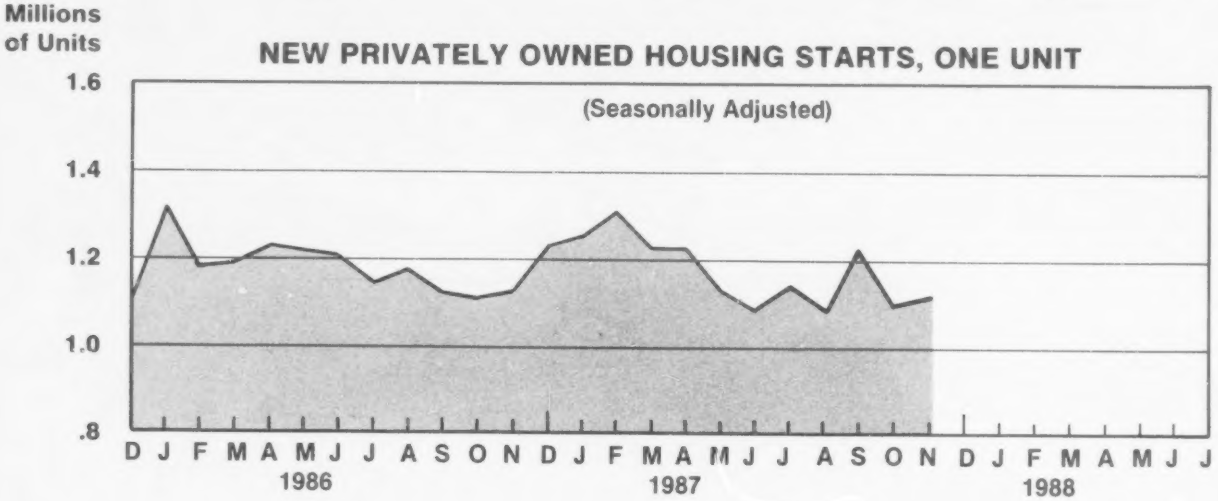
NATIONAL ASSOCIATION OF REALTORS®

December
1987



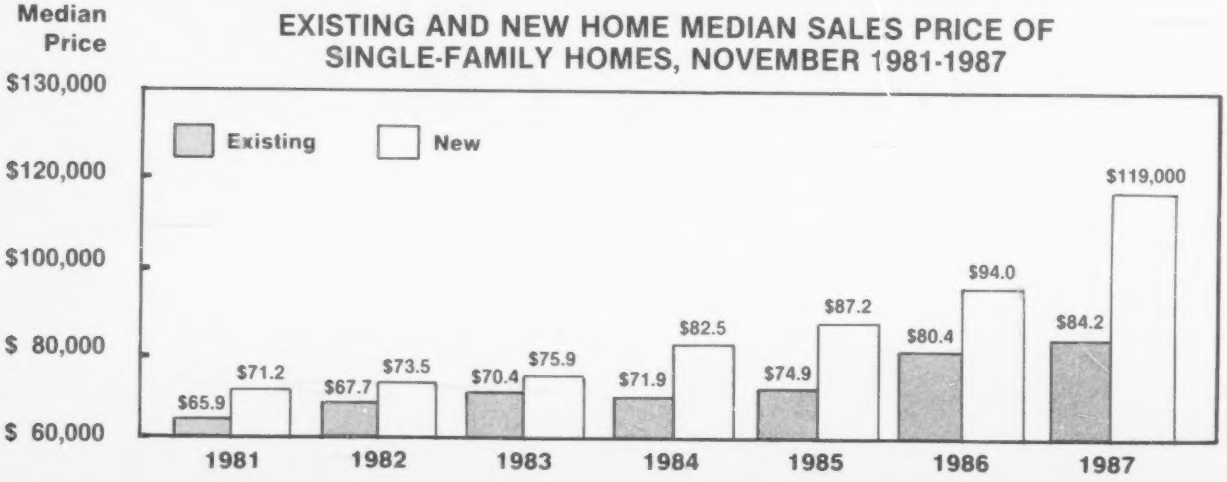
EXISTING SINGLE-FAMILY HOME SALES

(Seasonally Adjusted)



NEW PRIVATELY OWNED HOUSING STARTS, ONE UNIT

(Seasonally Adjusted)



EXISTING AND NEW HOME MEDIAN SALES PRICE OF SINGLE-FAMILY HOMES, NOVEMBER 1981-1987

SURVEY DESCRIPTION

Publication 1. "Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage 2. Each month the REALTORS®' Economics and Research Division receives data on existing single-family home sales from over 400 Boards of REALTORS® and multiple listing systems. In 1985 data on over 1,590,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions 4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	.14	South	.35
Midwest	.28	West	.23

Sales Volume 6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium/co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price 10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a standard home. Prices are influenced by changes in cost and changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are not seasonally adjusted.

Seasonal Adjustment 13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation—the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium cooperative sales and state home sales are based on a quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

EQUAL HOUSING OPPORTUNITY

THE NATIONAL ASSOCIATION OF REALTORS® is pledged to the letter and spirit of U.S. policy for the achievement of equal housing opportunity throughout the nation. The Association encourages and supports an affirmative advertising and marketing program in which there are no barriers to obtaining housing because of race, color, religion, sex, or national origin.

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home sales

Sales of single-family homes retreated in November in the aftermath of the October 19th stock market adjustment which left some potential homebuyers reluctant to make a major financial commitment. Would-be purchasers of both existing and new homes, still uneasy about how the full impact of the stock market instability might ultimately affect them, had apparently decided to wait in the wings. Furthermore, there is little reason to believe that uncertainty will subside until the stock market stabilizes, there is convincing evidence that U.S. exports are in an uptrend, and the declining dollar firms up. Existing home sales for the United States decreased a moderate 4.5 percent to a seasonally adjusted annual rate of 3,410,000 units while new home sales posted only a modest 1.2 percent decrease to a 664,000 unit rate. New home sales would have also seen a moderate decline were it not for a strong showing in the Northeast.

The decline in the existing home sales volume was broad but moderate, with across-the-board sales declines keeping within a narrow range. The greatest decrease was in the West where sales dropped 6.3 percent to an annualized rate of 600,000 units, down 11.8 percent from November of last year. The Northeast and the Midwest reported identical declines of 4.3 percent to a 660,000 unit rate, down 7.0 percent from last year, and an 880,000 unit pace, 14.6 percent below last year, respectively. The South reported the least decline, 3.8 percent to a 1,270,000 unit rate, 11.2 percent below a year ago.

New home sales varied across the four regions with strength in the Northeast tending to offset weaknesses in the other three areas. Sales activity spurted 37.1 percent to a 170,000 unit pace in the Northeast while sales declined 16.4 percent to a 204,000 unit pace in the South — the lowest level in the last 12 months. Lesser decreases were reported in the Midwest and West with a slowdown of 7.1 percent to a 92,000 unit rate and 3.4 percent to a 198,000 unit pace, respectively.

Inventory Available For Sale

The total number of homes available for sale increased during November with the inventory of existing homes decreasing by 60,000 units to 2,510,000 units and the number of new homes increasing by 1,000 units to 360,000.

The month's supply of homes on the market increased nominally for both existing and new homes — from 8.7 months to 8.8 months and 6.4 months to 6.5 months, respectively. While the months' supply is higher than a year ago for both existing and new homes it is still within the range of the last 12 months.

Housing Construction

New privately owned housing starts rebounded in November after hitting a 12 month low in October. Total starts increased 7.5 percent to a 1,639,000 unit rate, mainly due to an unusually large month-to-month spurt in construction of multi-family structures. Specifically, the number of one-unit starts increased 1.5 percent to a 1,119,000 unit rate, while structures with 5 units or more jumped 29.7 percent to a 458,000 unit pace, up 4.8 percent from last year.

Although each of the four regions shared in the increase, the Midwest led the group with a 21.7 percent advance to a 303,000 unit rate. Increases in the West and South were in the 5 percent range with gains of 5.8 percent to a 435,000 unit pace and 5.1 percent to a 643,000 unit rate, respectively. Activity in the Northeast was up a modest 2.0 percent to a 256,000 unit level.

Home Sales Prices

The national median existing single-family home price moved slightly lower in November, posting a $600 decrease to $84,200 — still 4.7 above a year ago. The decline from October appears to be the result of upper bracket homebuyers taking a wait-and-see attitude while buyers of lower priced homes remained in the market — perhaps because they were less directly affected by the October break in the stock market. Regionally, with the exception of the West, there was less than one percent month-to-month variation in price with all regions reporting higher prices than a year ago. The median price in the Northeast was $133,400, up 25.4 percent from a year ago. Prices in the Midwest and South were also higher, reaching $64,400, up 1.4 percent, and $79,200, up 0.3 percent, respectively from last year. Prices in the West slipped $4,600 to $105,600, an increase of 3.1 percent from last November.

Caution is the key word when looking at monthly price changes. While the data is not seasonally adjusted, seasonal behavior is evident. Family purchases of large homes in the spring and summer give way to a larger share of the market buying small retirement homes in the fall and winter. The result is monthly price declines, but it's a matter of composition, not a loss of value.

New home prices in November jumped $13,000 to $119,000 after hovering around the $106,000 level between July and October. This represents an increase of 12.3 percent from last month and 26.6 percent from a year ago.

Resale Housing Affordability

Housing affordability improved for the fourth straight month, reaching a 10 year high of 115.7. A decrease in the median home price coupled with an increase in median family income more than offset a rise in the effective mortgage interest rate.

In reaching its present level, the affordability index means that a family earning the median family income of $30,963 for November would have 115.7 percent of the income required to qualify for a conventional loan for 80 percent of the value of a median priced home of $84,200. In fact, at its present level, the affordability index indicates that a family with the median income could qualify for a substantially higher priced home costing as much as $97,400.

The relatively wide spread between adjustable rate and fixed rate affordability indexes (123.0 vs 104.0) has pointed up the relative attractiveness of the adjustable rate mortgage. This spread had moved from 9.7 points in February to 19.5 points in October and now stands at 19.0 points. The lure of this differential has, it appears, attracted the attention of more and more mortgage seekers over the past six months. Since last spring, the proportion of homebuyers using an adjustable rate mortgage has increased from one out of four to two out of every three families. In fact, the shift from fixed-rate to adjustable is the only factor feeding on the improvement in the index. The separate indices for fixed rate and adjustable mortgages both registered less favorable affordability conditions in November.

Condominium Co-op Resales

Nationally, apartment condominium co-op resales in the third quarter were at a higher level than both the prior quarter and the third quarter of last year. Third quarter sales were up 4.1 percent from the second quarter to a 383,000 unit seasonally adjusted annual rate, 10.7 percent above the third quarter of 1986.

When viewed on a regional basis, it can be seen that three of the four regions experienced gains in both month-to-month and year-to-year sales activity. The South led the group with a 9.7 percent quarter-to-quarter increase to a seasonally adjusted annual rate of 77,000 units. The Northeast was close behind with a quarterly rise of 8.9 percent to a 209,000 unit pace and the Midwest posted a modest 3.1 percent gain to a 67,000 unit rate. Sales in the West were down a moderate 6.3 percent to a seasonally adjusted rate of 30,000 units.

Apartment condo and co-op prices advanced modestly nationwide and were mixed regionally. The median price of condos and co-ops rose 2.6 percent to $80,000 from the second quarter and were a strong 8.7 percent above the third quarter of 1986.

The Midwest region posted the strongest quarter-to-quarter price increase, 10.3 percent to $65,500. The Northeast and West registered modest gains of 2.0 percent to $100,800, and 1.7 percent to $97,300. Prices in the South dropped a hefty 9.1 percent to $62,700.

State Home Resales

Total existing single-family home sales including apartment condos and co-ops decreased on a broad front in the third quarter. Total volume nationwide declined 4.3 percent to a 3,810,000 seasonally adjusted annual rate, 3.1 percent below the third quarter of last year.

When viewing the performance of the individual states, the regional character of the housing market becomes apparent. Eight of the nine states in the Northeast region had increases that were clustered in the "up 0.1 to 9.9%" bracket; eleven of the seventeen states in the South (down 0.7 percent) had decreases; eight of the fourteen states in the West (down 4.6 percent) registered decreases; and eight of the eleven states in the Midwest (down 8.7 percent) had decreases.

Metropolitan Home Prices

While the four major regions of our survey vary considerably in size, each has its own extremes when it comes to the cost of housing. Home prices within each region vary considerably from the current national median of $84,200. As an example, the two highest and two lowest priced areas

STATE HOME RESALES

(Change from a Year Ago)

Down 10.0% or more	Down 0.1-9.9%	Up 0.1-9.9%	Up 10.0% or more
Arizona	Alabama	California	Alaska
Arkansas	Florida	Kentucky	Connecticut
Colorado	Illinois	Massachusetts	Delaware
District of Columbia	Indiana	New Hampshire	Georgia
Idaho	Kansas	New Jersey	Hawaii
Michigan	Maryland	New Mexico	Iowa
Mississippi	Minnesota	New York	Louisiana
Missouri	North Carolina	North Dakota	Maine
Montana	Oklahoma	Oregon	Nevada
Nebraska	Rhode Island	Pennsylvania	South Carolina
Ohio	Tennessee	South Dakota	
Utah	Virginia	Texas	
Wisconsin	Washington	Vermont	
Wyoming	West Virginia		

in our survey are the New York/Northern New Jersey/Long Island and Boston metro areas at $183,000 and $181,600, respectively, while the lower priced areas are Buffalo/Niagara Falls and Syracuse at $55,900 and $71,300, respectively. The next highest priced areas are in the West where the two highs are Orange County (Anaheim/Santa Ana MSA) and San Francisco Area at $167,700 and $175,900, respectively, while the lows are Portland and Salt Lake City/Ogden at $64,000 and $71,100, respectively. In the South the highest prices are in Washington, DC and West Palm Beach/Boca Raton/Del Ray Beach at $108,400 and $99,000, respectively, and lowest levels are at Louisville and El Paso at $53,300 and $62,600, respectively. The lowest priced region in the survey is the Midwest where the highest prices were in Chicago and Minneapolis at $91,200 and $80,900, respectively, and lowest in Grand Rapids and Akron at $54,000 and $57,800.

METROPOLITAN AREA MEDIAN PRICE

(Change from a Year Ago)

Down

Albuquerque
Baton Rouge
Dallas/Ft. Worth
Ft. Lauderdale/Hollywood/Pompano Beach
Houston
Las Vegas
Louisville
Miami/Hialeah
Oklahoma City
Toledo

Up 0.1-4.9%

Akron
Birmingham
Cleveland
Denver
Des Moines
Indianapolis
Jacksonville
Milwaukee
Minneapolis
Omaha
Orlando
Phoenix
Portland
Salt Lake City/Ogden
San Antonio
Tampa/St. Petersburg/Clearwater
Tulsa
West Palm Beach/Boca Raton/Delray Beach

Up 5.0-9.9%

Baltimore
Buffalo/Niagara Falls
Chicago
Cincinnati
El Paso
Grand Rapids
Kansas City
Los Angeles
Memphis
Nashville/Davidson
New York/Northern New Jersey/Long Island
Rochester
St. Louis
San Diego
San Francisco
Syracuse
Washington, D.C.

Up 10% or More

Albany/Schenectady/Troy
Anaheim/Santa Ana MSA
Orange County
Boston
Columbus
Detroit
Hartford
Philadelphia
Providence

UNITED STATES SUMMARY

		Single-Family Home Sales (Seasonally Adjusted Annual Rates)		Number of Homes Available for Sale (End of Period)		Months' Supply of Homes on the Market		Median Sales Price of Single-Family Homes	
Year		Existing	New	Existing	New	Existing	New	Existing	New
1981		2,419,000	436,000	n/a	278,000	*	*	$66,400	$68,900
1982		1,990,000	412,000	1,910,000	255,000	*	*	67,800	69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	749,000	1,970,000	366,000	*	*	80,300	92,000
1986	Nov	3,850,000	691,000	2,570,000	353,000	8.0	6.2	80,400	94,000
	Dec	4,060,000	768,000	1,970,000	357,000	5.8	5.8	80,800	95,000
1987	Jan	3,480,000	712,000	2,380,000	358,000	8.2	6.2	$82,100	$ 98,500
	Feb	3,690,000	740,000	2,570,000	358,000	8.4	6.1	85,000	95,200
	Mar	3,680,000	720,000	2,620,000	358,000	8.5	6.0	85,600	98,400
	Apr	3,560,000	733,000	2,620,000	359,000	8.8	5.8	85,000	96,500
	May	3,770,000	649,000	2,520,000	355,000	8.0	6.8	85,200	104,900
	Jun	3,500,000	641,000	2,390,000	359,000	8.2	6.8	85,200	109,000
	Jul	3,430,000	671,000	2,330,000	359,000	8.2	6.6	86,200	105,000
	Aug[r]	3,410,000	675,000	2,400,000	361,000	8.4	6.6	85,100	106,800
	Sep[r]	3,450,000	658,000	2,370,000	361,000	8.3	6.8	85,100	106,900
	Oct[r]	3,570,000	672,000	2,570,000	359,000	8.7	6.4	84,800	106,000
	Nov[p]	3,410,000	664,000	2,510,000	360,000	8.8	6.5	84,200	119,000

r Revised p Preliminary n/a not available * not applicable

Source New home sales data from Census Bureau, U.S. Department of Commerce

UNIT VOLUME

EXISTING SINGLE—FAMILY HOME SALES

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1981		2,419,000	353,000	632,000	917,000	516,000					
1982		1,990,000	354,000	490,000	780,000	366,000					
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1986	Nov	3,850,000	710,000	1,030,000	1,430,000	680,000	266,000	46,000	63,000	110,000	46,000
	Dec	4,060,000	810,000	1,080,000	1,400,000	760,000	268,000	50,000	68,000	97,000	52,000
1987	Jan	3,480,000	680,000	1,000,000	1,230,000	570,000	216,000	43,000	56,000	83,000	35,000
	Feb	3,690,000	710,000	1,120,000	1,270,000	580,000	241,000	41,000	78,000	84,000	38,000
	Mar	3,680,000	730,000	1,110,000	1,270,000	570,000	325,000	57,000	102,000	113,000	52,000
	Apr	3,560,000	670,000	1,030,000	1,270,000	590,000	331,000	59,000	102,000	119,000	51,000
	May	3,770,000	740,000	1,000,000	1,380,000	640,000	346,000	66,000	94,000	126,000	59,000
	Jun	3,500,000	690,000	900,000	1,270,000	640,000	360,000	72,000	96,000	123,000	69,000
	Jul	3,430,000	670,000	900,000	1,240,000	610,000	333,000	68,000	88,000	120,000	55,000
	Aug	3,410,000	670,000	860,000	1,280,000	600,000	319,000	68,000	82,000	114,000	54,000
	Sep^{r}	3,450,000	680,000	900,000	1,300,000	570,000	294,000	63,000	75,000	104,000	52,000
	Oct^{r}	3,570,000	690,000	920,000	1,320,000	640,000	301,000	65,000	73,000	108,000	54,000
	Nov^{p}	3,410,000	660,000	880,000	1,270,000	600,000	241,000	43,000	55,000	101,000	42,000

Components may not agree with totals due to rounding.
r Revised p Preliminary

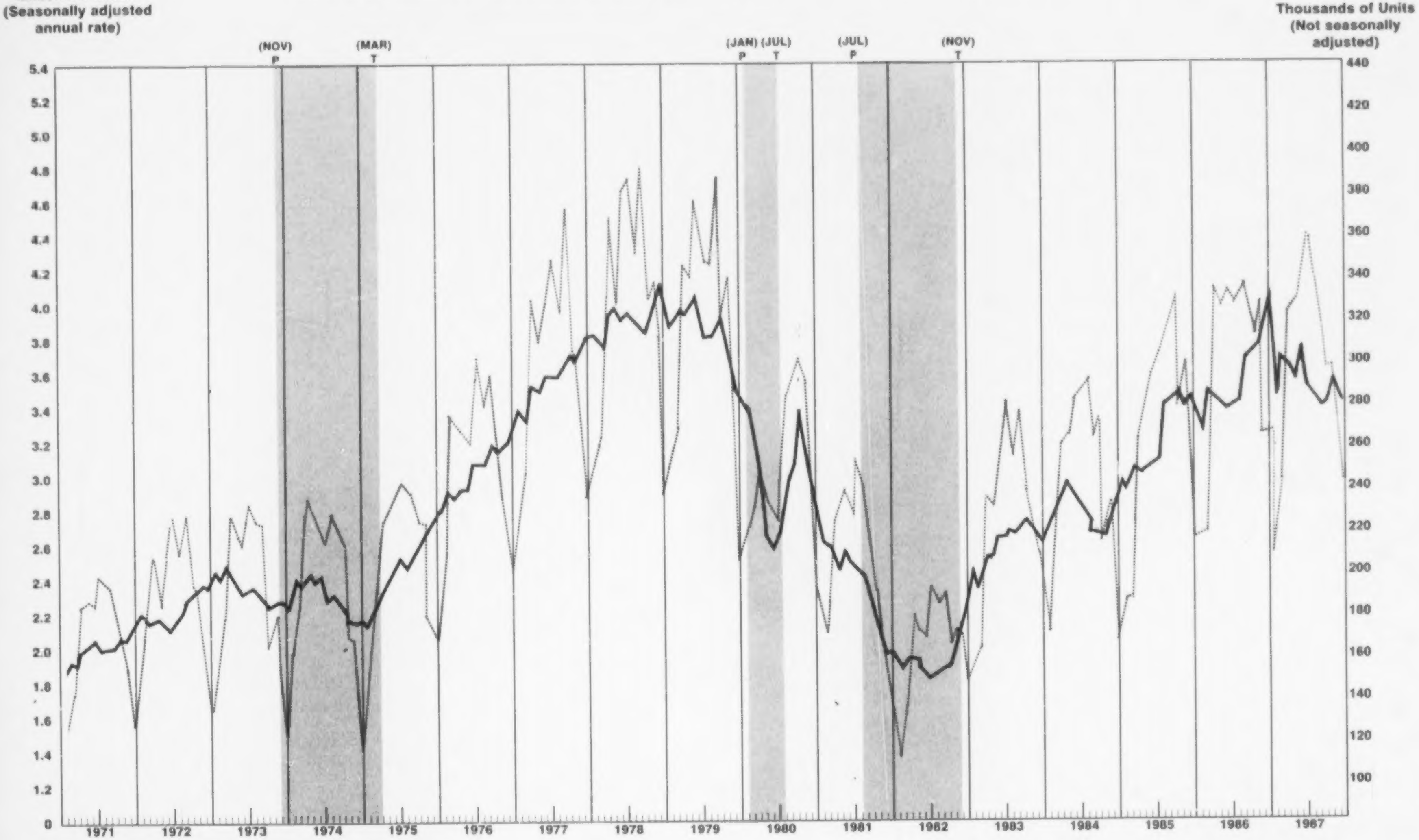
DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES
(Billions of Dollars)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1981		$189.4	$ 26.8	$37.2	$ 69.1	$57.5					
1982		160.2	25.7	29.7	61.4	41.8					
1983		225.9	42.1	44.6	84.4	53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1986	Nov	$382.4	$ 94.2	$74.4	$129.4	$84.4	$26.3	$ 6.1	$4.5	$10.0	$5.7
	Dec	413.5	110.0	77.5	129.3	96.7	27.0	6.9	4.9	8.9	6.7
1987	Jan	$348.5	$ 91.2	$74.1	$115.4	$67.6	$21.7	$ 5.8	$4.1	$ 7.8	$4.1
	Feb	384.7	98.2	84.6	123.8	74.9	25.2	5.6	5.9	8.2	4.8
	Mar	386.2	103.5	85.3	125.8	70.4	34.1	8.1	7.9	11.2	6.5
	Apr	373.6	96.3	77.2	123.4	75.7	34.8	8.5	7.7	11.6	6.5
	May	400.4	108.4	77.0	135.0	83.1	36.8	9.8	7.2	12.4	7.6
	Jun	371.0	103.8	67.2	122.0	83.3	38.2	10.8	7.2	11.8	9.0
	Jul	369.1	105.0	67.8	118.5	81.3	35.8	10.7	6.6	11.5	7.3
	Aug	359.1	99.2	65.6	120.9	78.0	33.6	10.1	6.3	10.8	7.0
	Sep	366.4	99.1	69.1	124.5	75.7	31.2	9.1	5.8	10.0	6.9
	Oct^{r}	379.5	101.9	67.6	126.4	87.0	32.0	9.6	5.4	10.3	7.4
	Nov^{p}	359.4	95.8	65.5	122.0	79.4	25.4	6.3	4.1	9.7	5.5

Components may not agree with totals due to rounding.
r Revised p Preliminary

EXISTING SINGLE-FAMILY HOME SALES FOR THE UNITED STATES, MONTHLY, 1971-1987



Peak (P) of cycle indicates end of expansion in general economy and beginning of recession (shaded area).

Trough (T) of cycle indicates end of recession in general economy and beginning of expansion.

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
				Median					Average (Mean)		
1981		$66,400	$ 63,700	$54,300	$64,400	$ 96,200	$ 78,300	$ 76,000	$58,900	$75,400	$111,400
1982		67,800	63,500	55,100	67,100	98,900	80,500	75,400	60,700	78,700	114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1986	Nov	$80,400	$106,400	$63,500	$76,300	$102,400	$ 99,100	$131,900	$72,500	$90,700	$123,900
	Dec	80,800	109,300	62,700	75,400	100,500	100,600	136,000	71,500	92,100	126,600
1987	Jan	$82,100	$108,700	$65,200	$78,700	$100,300	$100,100	$136,100	$73,800	$93,900	$119,900
	Feb	85,000	125,400	67,100	82,100	104,000	104,300	138,300	75,500	97,500	128,400
	Mar	85,600	128,000	67,600	83,700	101,900	104,900	141,500	76,800	99,100	124,500
	Apr	85,000	129,000	66,700	81,800	103,300	105,000	144,200	75,300	97,200	127,900
	May	85,200	132,400	66,300	81,400	103,200	106,300	147,100	76,600	98,000	128,900
	Jun	85,200	136,400	65,600	80,500	105,100	106,000	150,500	74,700	96,100	130,200
	Jul	86,200	143,200	65,900	78,400	106,700	107,600	156,700	75,300	95,600	133,200
	Aug	85,100	134,800	66,200	79,700	104,700	105,300	148,000	76,300	94,500	130,000
	Sep	85,100	131,000	66,400	79,100	106,700	106,200	145,800	76,800	95,800	132,800
	Oct^r	84,800	134,000	63,800	79,000	108,300	106,300	147,800	73,500	95,500	136,700
	Nov^p	84,200	133,400	64,400	79,200	105,600	105,500	145,700	74,600	96,100	132,100

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SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS
(Percentage Distribution)

Price Class	Nov 1983	Nov 1984	Nov 1985	Nov 1986^r	Nov 1987^p
$ 19,999 or under	2.3	2.4	1.8	1.4	2.0
$ 20,000-$ 29,999	3.9	3.8	3.4	2.6	3.0
$ 30,000-$ 39,999	7.8	7.8	6.4	5.4	5.5
$ 40,000-$ 49,999	10.8	10.1	9.7	8.6	7.8
$ 50,000-$ 59,999	12.8	12.2	11.7	10.4	9.4
$ 60,000-$ 69,999	12.0	12.1	11.9	11.1	9.9
$ 70,000-$ 79,999	10.6	10.9	10.2	10.0	9.0
$ 80,000-$ 89,999	8.8	8.6	8.6	8.7	7.9
$ 90,000-$ 99,999	6.0	6.3	6.1	6.7	6.1
$100,000-$119,999	8.3	8.4	9.6	9.1	8.8
$120,000-$159,999	9.2	9.7	10.7	11.9	13.2
$160,000-$199,999	3.5	4.0	4.5	6.2	7.0
$200,000-$249,999	1.9	2.1	2.4	3.5	4.5
$250,000 and over	2.1	2.1	3.0	4.4	5.9
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$70,400	$71,900	$74,900	$80,400	$84,200

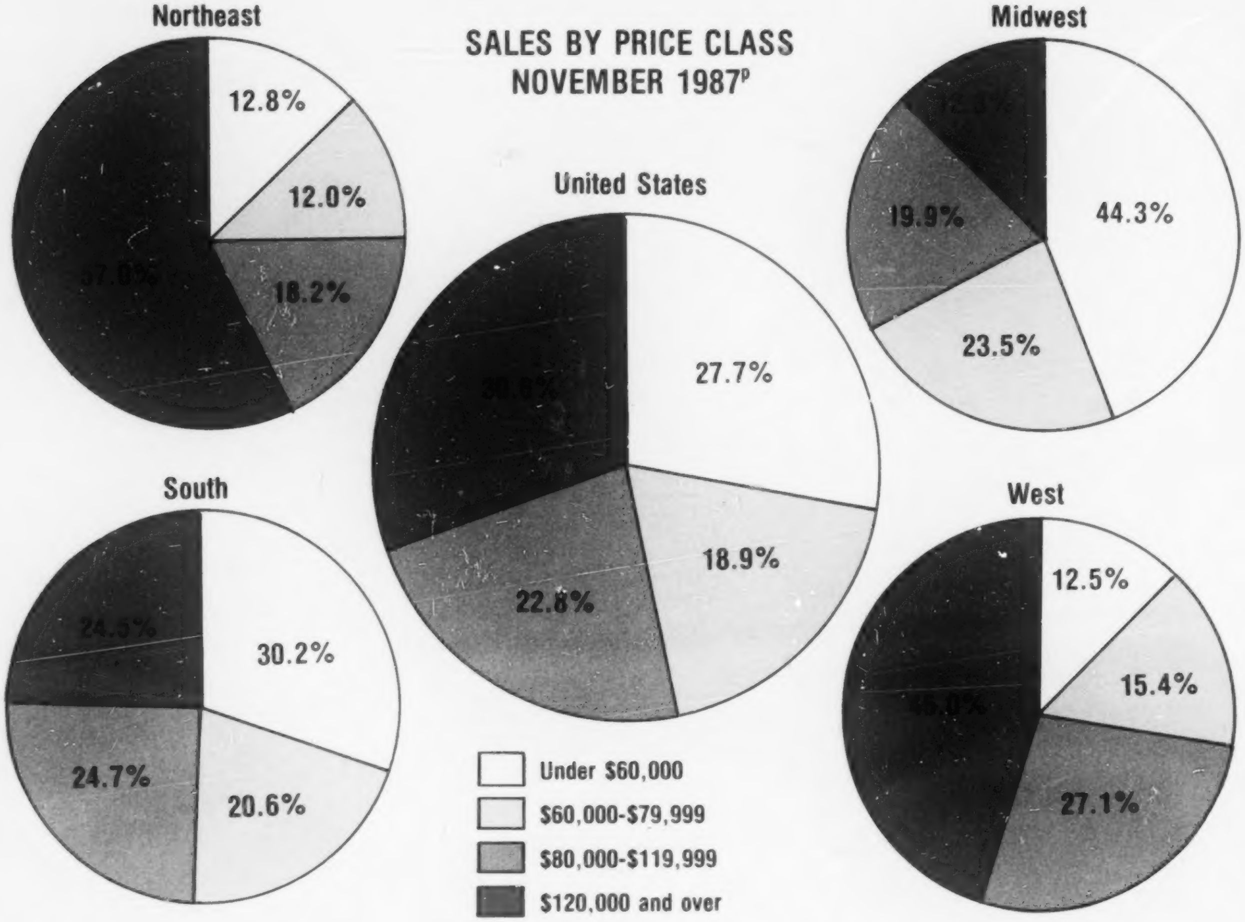
r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS NOVEMBER 1987^p
(Percentage Distribution)

Number of Bedrooms	United States	Northeast	Midwest	South	West
2 Bedrooms or less	18.1	16.4	20.8	15.0	20.1
3 Bedrooms	52.9	48.0	54.8	56.9	49.2
4 Bedrooms or more	29.0	35.6	24.3	28.1	30.7
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary

SALES BY PRICE CLASS NOVEMBER 1987^p

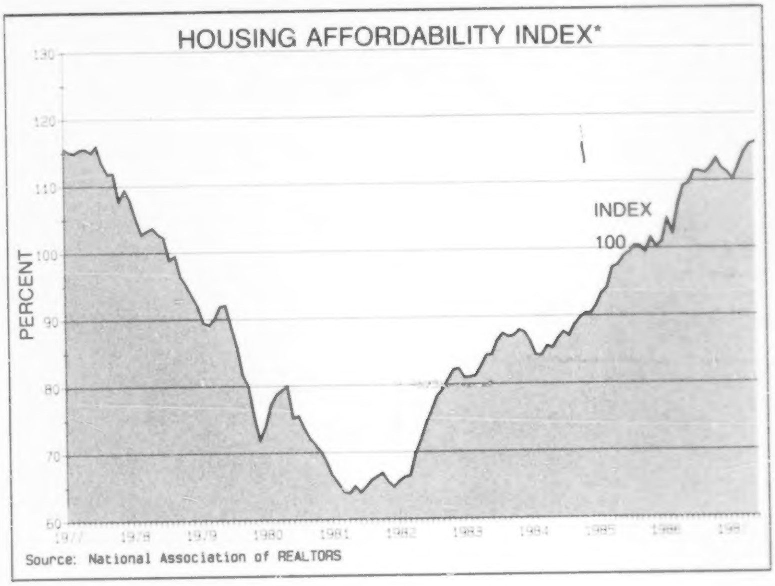


SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS NOVEMBER 1987^p (Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	2.0	1.4	3.8	1.8	0.5
$ 20,000-$ 29,999	3.0	1.5	5.7	2.8	0.9
$ 30,000-$ 39,999	5.5	2.1	9.4	6.0	1.9
$ 40,000-$ 49,999	7.8	2.0	12.0	9.3	3.4
$ 50,000-$ 59,999	9.4	4.8	13.4	10.3	5.8
$ 60,000-$ 69,999	9.9	6.0	12.9	10.8	7.4
$ 70,000-$ 79,999	9.0	6.0	10.6	9.8	8.0
$ 80,000-$ 89,999	7.9	5.3	8.5	8.7	8.1
$ 90,000-$ 99,999	6.1	4.4	5.3	6.9	7.1
$100,000-$119,999	8.8	8.5	6.3	9.1	11.9
$120,000-$159,999	13.2	19.8	6.8	12.1	18.3
$160,000-$199,999	7.0	14.8	2.8	5.5	9.1
$200,000-$249,999	4.5	9.6	1.4	3.2	7.0
$250,000 and over	5.9	12.8	1.3	3.7	10.6
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$84,200	$133,400	$64,400	$79,200	$105,600

p Preliminary

HOUSING AFFORDABILITY



HOUSING AFFORDABILITY INDEX*

Source: National Association of REALTORS

Year	Median-Priced Existing Single-Family Home	Mortgage Rate**	Monthly P & I Payment[r]	Payment as % Income[r]	Median Family Income[r]	Qualifying Income***	Affordability Indexes Composite	Affordability Indexes Fixed	Affordability Indexes ARM
1981	$66,400	15.12%	$677	36.3%	$22,388	$32,485	68.9	68.9	68.9
1982	67,800	15.38	702	35.9	23,433	33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1986									
Nov	$80,400	9.84%	$557	22.8%	$29,314	$26,729	109.7	105.7	119.0
Dec	80,800	9.65	551	22.4	29,458	26,430	111.5	107.1	119.8
1987									
Jan	$82,100	9.53%	$554	22.5%	$29,595	$26,578	111.4	108.6	118.8
Feb	85,000	9.21	557	22.5	29,417	26,732	111.1	108.3	118.0
Mar	85,600	9.09	555	22.3	29,868	26,661	112.0	109.8	119.5
Apr	85,000	9.09	552	22.1	30,005	26,475	113.3	111.3	121.2
May	85,200	9.27	562	22.4	30,142	26,963	111.8	109.0	120.0
Jun	85,200	9.38	567	22.5	30,279	27,224	111.2	105.5	121.9
Jul	86,200	9.41	575	22.7	30,416	27,616	110.1	101.9	119.5
Aug	85,100	9.40	567	22.3	30,553	27,240	112.2	103.8	121.3
Sep	85,100	9.25	560	21.9	30,689	26,884	114.2	104.7	122.8
Oct[r]	84,800	9.22	557	21.7	30,827	26,718	115.4	104.2	123.7
Nov[p]	84,200	9.32	558	21.6	30,963	26,764	115.7	104.0	123.0

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p Preliminary

* Index equals 100 when median family income equals qualifying income.

** Effective rate on loans closed on existing homes—Federal Home Loan Bank Board.

*** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1981		153,000	45,000	33,000	46,000	28,000
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1986	III	346,000	183,000	63,000	70,000	31,000
	IV	403,000	211,000	67,000	85,000	40,000
1987	I	346,000	169,000	66,000	79,000	32,000
	II	368,000	192,000	65,000	79,000	32,000
	III	383,000	209,000	67,000	77,000	30,000

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1981		2,572,000	398,000	665,000	963,000	544,000
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1985	III	3,930,000	880,000	1,040,000	1,360,000	650,000
	IV	4,290,000	960,000	1,100,000	1,480,000	750,000
1987	I	3,960,000	880,000	1,140,000	1,340,000	610,000
	II	3,980,000	890,000	1,040,000	1,390,000	660,000
	III	3,810,000	880,000	950,000	1,350,000	620,000

MEDIAN SALES PRICE OF APARTMENT CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1982		$62,000	$60,800	$54,200	$59,800	$79,400
1983		64,000	61,300	55,000	62,000	97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1986	III	$73,600	$85,000	$59,100	$66,500	$93,900
	IV	75,600	89,700	58,700	62,000	94,900
1987	I	$72,200	$85,500	$59,300	$63,300	$90,200
	II	78,000	98,800	59,400	69,000	95,700
	III	80,000	100,800	65,500	62,700	97,300

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE SINGLE-FAMILY, APARTMENT CONDOS and CO-OPS (Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
	1984	1985	1986	1986		1987		
				III	IV	I	II	III
Alabama	53.3	59.7	60.8	60.1	69.1	59.2	63.9	57.1
Alaska	9.2	10.0	6.1	6.0	5.6	4.8	7.9	8.9
Arizona	59.8	71.7	73.8	76.7	73.1	45.5	84.4	68.6
Arkansas	43.4	49.8	52.8	59.8	57.5	50.7	52.4	46.8
California*	382.1	407.2	484.6	505.3	579.1	439.3	570.1	507.2
Colorado	47.1	49.3	47.5	56.1	52.7	56.3	50.7	40.2
Connecticut	44.5	56.0	52.0	47.9	65.0	51.7	49.9	54.5
Delaware	10.0	12.3	12.9	8.2	12.9	13.5	14.5	14.0
District of Columbia	7.8	9.9	11.6	11.6	12.1	12.3	10.1	10.4
Florida	137.6	151.3	169.4	183.0	217.7	160.1	186.4	179.8
Georgia	60.1	65.1	75.1	78.4	83.7	80.1	104.9	89.7
Hawaii	7.0	7.9	10.0	9.7	13.7	10.7	12.5	11.4
Idaho	12.3	11.5	11.3	12.7	11.9	13.2	10.6	9.4
Illinois	122.5	140.5	179.2	203.7	192.2	172.4	168.6	191.8
Indiana	64.5	90.1	86.1	90.8	91.3	100.2	99.2	83.5
Iowa	41.9	39.5	46.1	47.1	46.0	56.8	47.8	58.0
Kansas	49.8	47.4	54.4	52.0	57.2	62.9	56.0	49.0
Kentucky	57.3	57.7	58.6	60.9	69.1	51.8	63.4	62.8
Louisiana	50.3	44.1	34.0	34.0	35.3	44.0	39.8	41.2
Maine	23.3	27.1	30.8	31.2	36.5	29.5	39.5	35.1
Maryland	66.8	80.9	86.9	90.5	99.4	68.7	78.9	82.3
Massachusetts	66.5	80.5	84.6	92.4	94.0	86.5	113.7	97.2
Michigan	139.4	167.2	186.6	176.2	192.9	194.6	185.7	151.2
Minnesota	65.5	73.9	96.8	77.9	87.2	128.8	78.2	75.2
Mississippi	32.0	35.5	34.2	39.3	37.2	35.5	36.6	34.7
Missouri	81.0	85.8	88.4	92.2	100.0	96.5	90.4	81.3
Montana	12.4	11.1	11.9	13.4	12.2	10.7	12.4	10.5
Nebraska	24.9	24.5	25.5	26.5	26.4	31.0	26.5	20.3
Nevada	9.4	10.0	11.0	10.6	10.2	9.3	13.0	13.9
New Hampshire	16.9	19.3	20.3	19.6	24.6	23.0	13.4	20.4
New Jersey	119.7	148.8	159.6	159.7	165.1	163.1	169.4	160.5
New Mexico	19.1	19.8	19.5	18.9	22.7	21.0	21.3	19.9
New York	148.9	190.7	216.8	214.0	236.8	242.8	240.9	214.4
North Carolina	103.2	123.3	139.2	144.1	152.4	140.7	149.9	140.4
North Dakota	10.0	8.9	9.5	9.7	12.1	15.9	10.0	10.0
Ohio	138.3	162.5	179.9	199.2	205.0	189.6	189.6	166.4
Oklahoma	51.9	46.8	49.4	49.8	47.6	41.5	43.0	46.1
Oregon	35.7	39.3	45.0	46.2	54.1	48.7	45.4	47.4
Pennsylvania	170.4	210.8	258.3	274.4	304.5	267.8	229.8	286.8
Rhode Island	11.0	13.2	13.5	14.4	15.0	12.2	14.0	14.2
South Carolina	46.0	52.6	58.0	55.6	67.2	51.3	68.3	64.0
South Dakota	11.8	11.3	13.2	11.9	12.7	13.7	13.3	12.6
Tennessee	78.7	99.2	112.0	119.6	126.2	109.9	118.7	112.3
Texas	196.7	203.8	198.9	214.9	244.1	201.0	226.5	234.9
Utah	15.0	15.5	14.6	16.8	15.4	17.9	13.7	13.7
Vermont	8.2	9.9	12.4	12.8	14.6	12.8	15.9	13.1
Virginia	98.1	107.2	130.4	17.2	125.4	118.0	118.0	110.3
Washington	44.9	43.8	50.6	54.2	60.1	45.4	41.9	53.2
West Virginia	34.6	37.7	39.7	38.7	38.1	47.0	40.9	37.8
Wisconsin	56.0	65.5	76.9	77.9	82.5	83.1	76.1	59.8
Wyoming	6.2	6.5	6.1	6.6	6.6	6.7	6.6	4.8

* Provided by the California Association of REALTORS®

METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*

(Not Seasonally Adjusted in Thousands of Dollars)

Metropolitan Area	Years			Quarters				
	1984	1985	1986	1986		1987		
				III	IV	I	II	III
Akron	$ 50.4	$ 52.7	$56.2	$ 56.9	$ 56.7	$ 54.7	$56.9	$57.8
Albany/Schenectady/Troy	52.9	60.3	72.7	74.4	76.3	80.1	86.5	88.6
Albuquerque	73.4	76.8	81.6	85.4	82.0	83.1	82.5	84.4
Orange County (Anaheim/Santa Ana MSA**)	133.7	136.2	147.7	149.6	152.4	156.1	167.3	167.7
Baltimore	66.1	72.6	74.0	78.0	74.3	81.0	76.8	81.9
Baton Rouge	73.5	74.6	70.9	69.8	68.5	68.3	68.1	69.2
Birmingham	65.1	64.5	68.3	69.6	66.7	67.5	72.7	71.6
Boston	100.0	134.2	159.2	163.0	167.8	170.0	175.8	181.6
Buffalo/Niagara Falls	44.8	46.7	52.4	52.8	53.5	55.6	56.5	55.9
Chicago	79.5	81.1	86.1	86.7	85.8	85.7	90.9	91.2
Cincinnati	58.9	60.2	n/a	64.5	n/a	63.8	65.9	68.8
Cleveland	62.7	64.4	66.9	68.4	65.1	n/a	n/a	68.5
Columbus	59.9	62.2	65.5	66.1	64.0	66.9	67.2	72.7
Dallas/Ft. Worth	82.2	87.7	92.8	92.4	89.8	91.2	90.0	89.3
Denver	82.7	84.3	86.4	87.5	85.8	89.9	88.2	91.0
Des Moines	52.4	52.5	55.9	55.2	55.0	55.9	56.8	56.2
Detroit	48.5	51.7	58.1	59.9	60.1	64.3	66.2	65.9
El Paso	57.8	57.6	59.0	59.6	58.5	58.0	58.0	62.6
Ft. Lauderdale/Hollywood/Pompano Beach	73.1	74.6	77.7	83.4	77.7	76.6	79.7	80.8
Grand Rapids	42.8	46.7	50.4	50.6	49.7	51.7	53.4	54.0
Hartford	87.4	99.6	129.0	132.0	134.6	136.6	157.0	165.4
Houston	77.6	78.6	69.9	70.4	67.6	64.7	67.4	67.3
Indianapolis	53.1	55.0	59.0	59.9	57.5	61.6	63.8	62.8
Jacksonville	55.7	58.4	62.8	65.7	62.7	62.7	65.8	66.3
Kansas City	59.1	61.4	65.4	64.1	65.1	72.9	71.1	69.2
Las Vegas	76.3	75.1	77.5	81.3	78.5	76.1	77.9	76.7
Los Angeles Area**	115.3	n/a	128.8	132.9	130.2	130.1	139.6	145.4
Louisville	48.9	50.6	51.7	53.7	51.9	52.1	53.4	53.3
Memphis	64.1	64.6	70.6	71.5	69.9	70.6	76.9	75.2
Miami/Hialeah	79.5	80.5	81.1	85.5	79.1	74.7	84.4	83.5
Milwaukee	68.2	67.5	69.9	70.8	69.2	67.8	71.7	70.9
Minneapolis/St. Paul	74.0	75.2	77.9	78.1	77.4	80.4	80.2	80.9
Nashville/Davidson	62.9	66.1	70.8	71.2	71.7	73.4	75.6	75.7
New York/Northern New Jersey/Long Island	105.3	134.0	160.6	167.8	167.6	169.4	183.0	183.0
Oklahoma City	63.9	64.7	63.0	62.3	62.9	62.4	65.2	61.4
Omaha	56.2	58.3	58.8	57.8	58.8	57.8	60.0	59.7
Orlando	70.1	70.3	72.5	72.8	72.1	73.6	76.4	72.9
Philadelphia	65.2	70.8	74.5	75.6	77.1	79.8	84.4	84.4
Phoenix	74.7	74.7	78.4	79.1	77.9	78.4	81.4	82.7
Portland	62.9	61.5	62.6	63.1	62.5	62.7	64.3	64.0
Providence	59.6	67.5	87.6	91.9	96.4	101.3	109.8	126.6
Rochester	59.7	64.2	68.3	69.1	69.1	69.5	72.3	74.1
St. Louis	61.8	65.7	70.9	72.0	71.9	71.9	74.7	75.7
Salt Lake City/Ogden	65.8	66.7	68.5	69.9	69.0	68.1	69.5	71.1
San Antonio	67.5	67.7	69.2	69.3	70.2	67.6	72.6	72.1
San Diego**	100.2	106.4	118.2	121.1	118.8	121.1	127.1	131.7
San Francisco Bay Area **	129.9	n/a	n/a	164.9	164.8	n/a	n/a	175.9
Syracuse	50.7	58.8	64.3	66.2	66.4	65.2	68.1	71.3
Tampa/St. Petersburg/Clearwater	58.4	58.4	61.1	62.8	62.4	59.8	64.9	65.0
Toledo, OH	50.7	51.9	56.0	60.2	53.2	53.4	58.2	56.9
Tulsa	67.3	66.7	65.5	65.6	63.4	64.1	67.4	66.7
Washington, D.C.	93.0	97.1	101.2	98.9	102.0	107.7	115.0	108.4
West Palm Beach/Boca Raton/Delray Beach	84.8	88.3	92.6	96.6	90.9	96.9	104.3	99.0

n/a Not Available

*All areas are metropolitan statistical areas (MSA) as defined by the U.S. Office of Management and Budget. They include the named central city and surrounding suburban areas. **Provided by the California Association of REALTORS®

NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED

(Thousands of units)

Year		Total	In structures with—			Regions			
			1 unit	2 to 4 units	5 units or more	Northeast	Midwest	South	West
1981		1,084	705	91	288	117	165	562	240
1982		1,062	663	80	320	117	149	591	205
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
			Seasonally Adjusted Annual Rates						
1986	Nov	1,637	1,129	71	437	273	275	608	481
	Dec	1,813	1,233	108	472	309	394	602	508
1987	Jan	1,816	1,253	79	484	336	431	589	460
	Feb	1,838	1,303	76	459	291	371	675	501
	Mar	1,730	1,211	85	434	296	348	616	470
	Apr	1,643	1,208	67	368	272	305	665	401
	May	1,606	1,130	67	409	297	309	623	377
	Jun	1,586	1,088	85	413	256	287	607	436
	Jul	1,598	1,143	59	396	278	255	636	429
	Aug	1,585	1,111	59	415	250	272	641	422
	Sep[r]	1,685	1,211	50	424	257	308	698	422
	Oct[r]	1,523	1,102	68	353	251	249	612	411
	Nov[p]	1,637	1,119	60	458	256	303	643	435

r Revised p Preliminary

Source Census Bureau, U.S. Department of Commerce

NEW ONE-FAMILY HOUSES SOLD

(Thousands of houses sold during period)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1981		436	46	60	219	112					
1982		412	47	48	219	99					
1983		623	76	71	323	152					
1984		639	94	76	309	160					
1985		688	112	82	323	170					
1986		750	136	96	321	196					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1986	Nov	691	141	77	299	174	48	10	5	21	12
	Dec	768	140	128	300	200	49	9	7	20	13
1987	Jan	712	146	95	290	181	53	10	5	23	15
	Feb	740	126	135	290	188	59	9	9	25	17
	Mar	720	124	106	290	200	73	11	11	30	21
	Apr	733	116	115	301	201	72	10	12	29	20
	May	649	110	86	271	183	62	11	9	25	17
	Jun	641	97	97	268	179	58	9	9	24	15
	Jul	671	117	93	269	191	55	10	8	22	15
	Aug[r]	675	114	88	276	198	56	9	8	22	16
	Sep[r]	658	125	79	272	182	53	11	6	22	13
	Oct[r]	672	124	99	244	205	53	10	8	18	16
	Nov[p]	664	170	92	204	198	47	14	6	14	13

Components may not agree with totals due to rounding

r Revised p Preliminary

Source Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS
MONTHS OF OCTOBER
(Percentage Distribution)

Price Class	Oct 1983	Oct 1984	Oct 1985	Oct 1986	Oct 1987^p
Under $60,000	20	16	18	13	11
$60,000 to $79,999	35	35	26	19	16
$80,000 to $99,999	20	19	21	23	20
$100,000 to $119,999	9	11	11	14	12
$120,000 to $149,999	16	9	10	12	16
$150,000 and over	n/a	11	14	20	25
Median Sales Price	$75,900	$80,100	$85,400	$96,400	$106,000

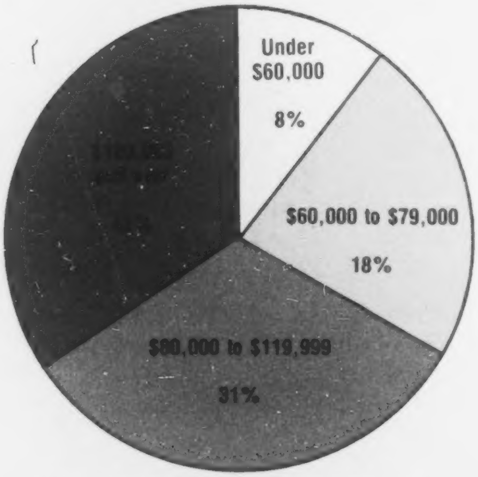
Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS
THIRD QUARTER 1987^p
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
Under $60,000	8	**	13	14	7
$60,000 to $79,999	18	**	26	26	11
$80,000 to $99,999	19	26	30	33	33
$100,000 to $119,999	12				
$120,000 to $149,999	16	74	30	27	49
$150,000 and over	26				
Median Sales Price	$108,000	$139,900	$90,000	$88,900	$119,000

** Insufficient Sample Size
p Preliminary
Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS
THIRD QUARTER 1987^p
(Percentage Distribution)



Source: Census Bureau, U.S. Department of Commerce
p Preliminary

REALTOR®

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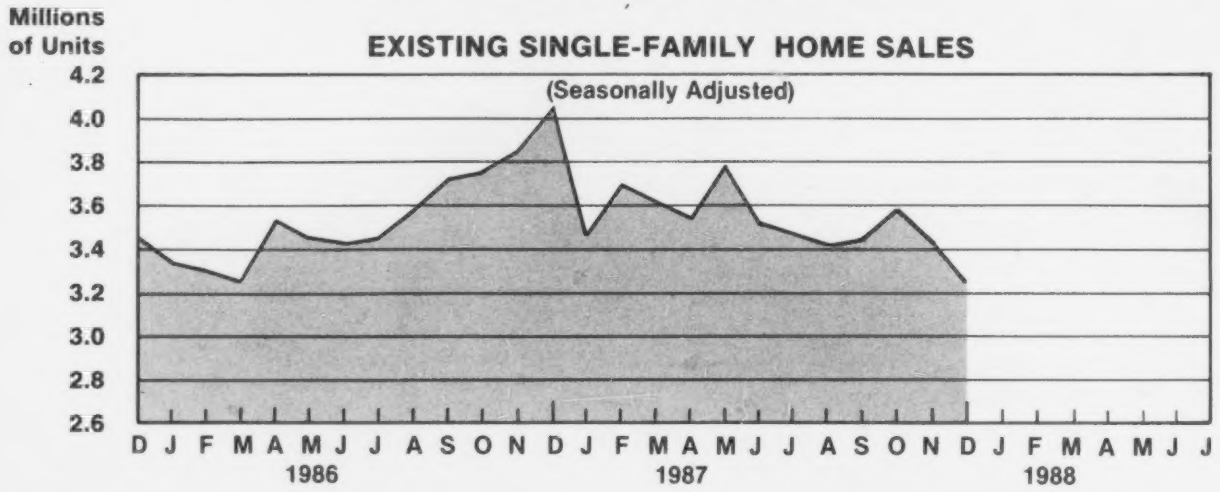
2/26/88 A7000-2

Home Sales

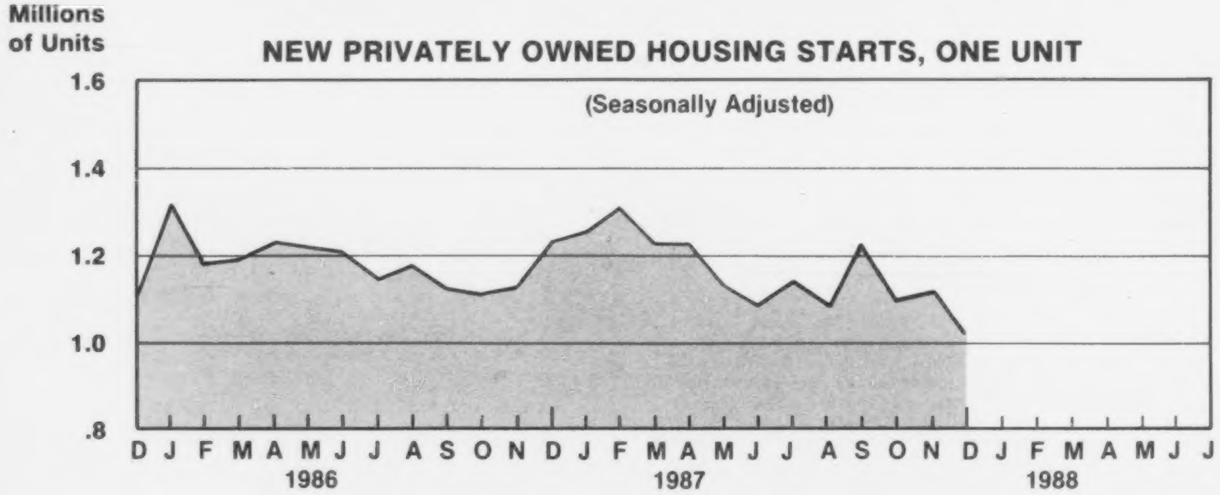
EXISTING AND NEW SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS

NATIONAL ASSOCIATION OF REALTORS®

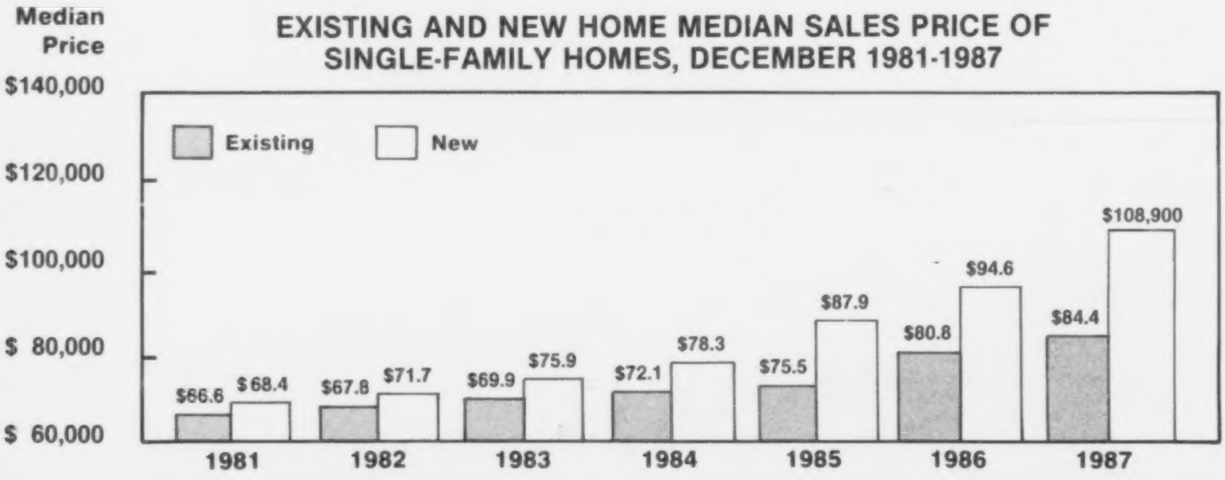
January
1988


EXISTING SINGLE-FAMILY HOME SALES

(Seasonally Adjusted)


NEW PRIVATELY OWNED HOUSING STARTS, ONE UNIT

(Seasonally Adjusted)


EXISTING AND NEW HOME MEDIAN SALES PRICE OF SINGLE-FAMILY HOMES, DECEMBER 1981-1987

SURVEY DESCRIPTION

Publication

1. "Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage

2. Each month the REALTORS®' Economics and Research Division receives data on existing single-family home sales from over 400 Boards of REALTORS® and multiple listing systems. In 1985 data on over 1,590,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	.14	South	.35
Midwest	.28	West	.23

Sales Volume

6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium/co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a standard home. Prices are influenced by changes in cost and changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are not seasonally adjusted.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation—the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium cooperative sales and state home sales are based on a quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

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home sales

The pace of single-family home sales slackened for the second straight month in December. Existing homes sales slipped a modest 3.8 percent to a seasonally adjusted annual rate of 3,280,000 units, while new home sales retreated 6.2 percent to 603,000 units.

At this point, it appears that while there has been some adjustment to the stock market quake, some potential home buyers appear to be waiting for an aftershock. Regional comparisons of home resales volume show that sales declined month-to-month in all four regions of the country. The Midwest registered the sharpest decline with a drop of 8.0 percent to an 810,000 unit annual rate. Sales in the Northeast fell 4.5 percent to a 630,000 unit pace. Activity in the South and West slipped nearly two percent to an annual rate of 1,260,000 and 580,000 units, respectively.

While sales were at a brisk pace during the first half of 1987, the market lost some of its strength after a mid-year uptick in interest rates was followed by the October stock market crisis.

During 1987, a total 3,520,000 existing single-family homes were sold, just 1.3 percent below last year's level of 3,565,000 units. Three regions registered declines in existing single-family home sales activity. The sharpest decline occurred in the Midwest where annual sales fell 3.9 percent to a level of 952,000 units. The Northeast followed with a 2.8 percent decrease to 683,000 units while the West slipped 1.5 percent to 601,000 units. Meanwhile the South, suffering less from its agricultural and energy problems, managed a slim gain of 1.8 percent to 1,284,000 transactions.

New home sales posted a sharper year-to-year decrease than existing homes. In part, the higher level of volatility in new home sales is due to the higher prices on these units. Total new home sales in 1987 fell 10 percent to 674,000 units. Regional comparisons show that three of the four regions registered decreases. The South and the Northeast posted relatively steep declines of 15.6 percent to 271,000 units and 14.0 percent to 117,000 units, respectively. The West reported a modest decrease of 4.1 percent to 188,000 units while the Midwest managed a 2.1 percent gain to 98,000 transactions.

Inventory Available For Sale

There was a sharp decrease in the number of homes available for sale in the final month of the year.

By the end of December, 2,120,000 existing single-family homes were available for sale. While this was the lowest level of the year, it is characteristic of many existing home sellers to defer to the holiday period by not listing their home for sale at this time. The supply of new homes is more stable because it reflects the long-term intentions of builders and does not vary much from month to month. This was 370,000 fewer resale homes in inventory than in November and a decrease of 1.1 months' supply. Concurrently, the inventory of new homes available for sale rose marginally from 363,000 to 366,000 units. This is equal to a 7.4 months' supply of new homes on the market.

Housing Construction

New privately owned housing starts dropped a sharp 16.2 percent to a seasonally adjusted annual rate of 1,374,000 units, 24.2 percent below the level of last December. Two-thirds of the month-to-month decline is attributable to a steep decrease in multifamily structures — largely stemming from the highest rental vacancy rates in 25 years and the recent changes in the tax structure which provide no incentive for construction of apartments unless they can generate an almost immediate cash flow. Single-family starts declined a more moderate 7.8 percent to an annualized rate of 1,023,000 units, 17.0 percent below December of 1986.

Home Sales Prices

Existing and new home median sales prices moved in opposite directions in December. The median price of an existing single-family home gained $700 to $84,400, 4.5 percent above a year ago, while the median price of a new home decreased by $8,100 to $108,900, 14.6 percent above last December. Small samples, however, contribute to the volatility of the new home statistics.

Monthly regional comparisons of price changes can only be made in the resale market. In December all four regions reported median existing home prices above last year. The Northeast once again reported the most rapid increase with a median price of $136,800, up 25.2 percent from last year. The next largest increases were posted in the West and the South where prices were $106,400, up 5.9 percent, and $78,400, up 4.0 percent, respectively. The median price in the Midwest was $63,300, a gain of only one percent. After posting a sharp increase to a new high level of $117,000 in November, the median price of a new home in December settled back to $108,900, still 14.6 percent above December of 1986.

Home Sales Prices In 1987

In 1987, the nationwide median price of an existing single-family home reached an all-time high of $84,900. This was 5.7 percent more than the 1986 median price and comfortably ahead of the inflation rate of 3.7 percent for the year. Regional comparisons demonstrate how exceptionally strong price behavior in one region can affect the national statistic. In this case extraordinarily strong price appreciation in the Northeast masked increases in the other three regions. For example, the price in the Northeast increased 26.0 percent to $136,800 while the Midwest and West experienced identical gains of 3.8 percent to $65,900 and $104,000, respectively. The South — still plagued by the soft prices in oil patch markets — reported an advance of 2.6 percent to $80,200. Even this price increase in the South disguises significant price movements within the region.

Resale Housing Affordability

A modest increase in the median home price nudged the affordability index to 116.6 in December — just a notch below the ten year high of 117.1 set in November. It is noteworthy that the affordability decline was substantially due to a decrease in the ARM index which moved lower in response to an uptick in the interest rate on adjustable rate mortgages which narrowed the spread between ARMs and FRMs. The ARM share of originating, however, continued to grow.

It should be of little surprise that the widening spread between the two indexes — which decreased to 16.3 points in December after reaching 19.5 in October — has attracted enough mortgage hunters to cause a tightening in the market for ARMs.

The current affordability index of 116.6 means that a family earning a median income of $31,100 would have 116.6 percent of the income necessary to marginally qualify for a conventional loan on a median priced existing home of $84,400, assuming a 20 percent down payment.

Condominium/Cooperative Resales

Fourth quarter 1987 apartment condominium/cooperative resales registered a decline from the third quarter and the fourth quarter of last year. During the fourth quarter condo/co-op resale activity fell 7.3 percent to a seasonally adjusted rate of 355,000 units, down 11.9 percent from a year ago, when record activity was reported.

Regional analysis shows that all but one region registered quarter-to-quarter gains. Sales in the Northeast — which still represents nearly half the condo/co-op sales — declined 17.7 percent to an annual rate of 172,000 units, 18.5 percent below a year earlier. The Midwest advanced 1.5 percent, to 68,000 units, up an identical 1.5 percent from the year earlier while the South registered a 5.2 percent increase to 81,000 units. Sales in the West rose 10.0 percent to 33,000 units.

In 1987, nationwide condo/co-op sales jumped 9.9 percent to 365,000 units, the highest level ever recorded. With the exception of the West, all regions posted gains. The Northeast — with the largest concentration of condo/co-op units — made the strongest showing by posting a 15.1 percent increase to 191,000 units while the Midwest and South registered increases of 10.0 percent to 66,000 units and 5.5 percent to 77,000 units, respectively. The West recorded a loss of 3.0 percent to 32,000 transactions.

Apartment condo and co-op prices tended to be higher when compared to the fourth quarter of last year with three of the four regions registering increases. The nationwide median price increased $3,400 to $79,000, a rise of 4.5 percent. The Northeast region posted what was by far the strongest gain, jumping $15,900 to $105,600, up 17.7 percent from last year. Two other regions reported smaller advances with the West increasing $2,100 to $97,000, 2.2 percent above a year ago and the Midwest up nominally at $58,900. The South was down a modest one percent to $61,400 from the same quarter of last year.

In 1987, condo/co-op prices increased across the board. The national median price increased $5,400 to $78,000, up 7.4 percent from the 1986 level. While all prices were higher, typically, the Northeast reported the sharpest gain by jumping 17.1 percent to $99.400. The West followed with a gain of 5.2 percent to $95,500 while the Midwest was close behind with a gain of 4.6 percent to $61,400. The South was ahead less than one percent to $65,000.

State Home Resales

Nationally, in the fourth quarter total existing home resales including apartment condominiums and cooperatives decreased less than one percent to a seasonally adjusted annual rate of 3,780,000 units, 11.9 percent below the same quarter a year ago. With the exception of the Northeast, quarter-to-quarter sales didn't vary much among the regions. They were all, however, down markedly from the year before. In the Northeast, sales dropped 13.5 percent to an 830,000 unit rate, down 13.5 percent from the fourth quarter of 1986. The Midwest and West were down nearly 15 percent to 940,000 and 640,000 units, respectively. Turnover in the South was at a 1,370,000 unit rate, 7.4 percent below the level of a year ago.

In 1987, annual existing home sales including apartment condos and co-ops reached 3,885,000 units, virtually unchanged from the 1986 level. Regional comparisons reveal only moderate differences among the regions. The Midwest reported a decrease of 3.1 percent to 1,018,000 units. The Northeast and West registered declines of less than two percent to 874,000 units and 633,000 units, respectively.

STATE HOME RESALES

(1987 vs. 1986)

Down 10.0% or more

- Virginia
- Washington

Down 0.1-9.9%

- Alabama
- Arizona
- Arkansas
- Colorado
- District of Columbia
- Idaho
- Illinois
- Maryland
- Michigan
- Minnesota
- Montana
- Nebraska
- New Hampshire
- New Jersey
- Oklahoma
- Rhode Island
- South Dakota
- Tennessee
- West Virginia
- Wisconsin
- Wyoming

Up 0.1-9.9%

- California
- Connecticut
- Delaware
- Florida
- Indiana
- Iowa
- Kansas
- Kentucky
- Mississippi
- Missouri
- New Mexico
- New York
- North Carolina
- Ohio
- Oregon
- Pennsylvania
- South Carolina
- Utah
- Vermont

Up 10.0% or more

- Alaska
- Georgia
- Hawaii
- Louisiana
- Maine
- Massachusetts
- Nevada
- North Dakota
- Texas

The South was the lone region to make it into the plus column, with a 2.0 percent increase to 1,361,000 transactions.

While total sales volume was flat in 1987, more states reported sales increases (28) than decreases (23).

All regions with the exception of the Northeast, had virtually as many states with increases as decreases. Seven of the ten Northeastern states reported increases in volume. Housing markets varied considerably among the various states. The top five states registering year-to-year increases were Alaska (26.2%), Louisiana (18.8%), Massachusetts (18.8%), Georgia (18.5%), and North Dakota (17.9%). The five states posting the greatest year-to-year declines were Washington (-13.8%), Virginia (-13.3%), Oklahoma (-9.7%), Maryland (-9.7%), and the District of Columbia (-9.5%).

Metropolitan Home Sales Prices

The truly local nature of the housing markets is exemplified by the price of homes in the various metropolitan areas across the country. Despite an overall leveling off in sales volume home prices in 1987 moved up relentlessly. Only seven of the 51 mets in our survey reported price decreases and four of these were among the oil patch group. On the other hand, prices in the Northeast were particularly strong. Of the eight survey mets with gains of 10 percent or more, five were in the Northeast region. The top ranking higher priced mets were New York/Northern New Jersey/Long Island ($178,500), Boston ($176,800), San Francisco Bay area ($171,400), Orange County (Anaheim/Santa Ana MSA) ($166,900), and Hartford ($157,400).

METROPOLITAN HOME SALES PRICE

(1987 vs. 1986)

Down

Baton Rouge
Dallas/Ft. Worth
Des Moines
Houston
Las Vegas
Milwaukee
Oklahoma City

Up 0.1-4.9%

Akron
Albuquerque
Birmingham
Cleveland
Columbus
Denver
El Paso
Ft. Lauderdale/Hollywood/Pompano
Louisville
Miami/Hialeah
Minneapolis/St. Paul
Omaha
Phoenix
Portland
St. Louis
Salt Lake City/Ogden
San Antonio
Tampa/St. Petersburg/Clearwater
Toledo
Tulsa

Up 5.0-9.9%

Baltimore
Buffalo/Niagara Falls
Chicago
Grand Rapids
Indianapolis
Jacksonville
Kansas City
Los Angeles
Memphis
Nashville/Davidson
Orlando
Philadelphia
Rochester
San Diego
Syracuse
Washington, D.C.

Up 10% or More

Albany/Schenectady/Troy
Orange County (Anaheim/Santa Ana MSA)
Boston
Detroit
Hartford
New York/Northern New Jersey/Long Island
Providence
West Palm Beach/Boca Raton/Delray Beach

UNITED STATES SUMMARY

		Single-Family Home Sales (Seasonally Adjusted Annual Rates)		Number of Homes Available for Sale (End of Period)		Months' Supply of Homes on the Market		Median Sales Price of Single-Family Homes	
Year		Existing	New	Existing	New	Existing	New	Existing	New
1982		1,990,000	412,000	1,910,000	255,000	*	*	$67,800	$69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	750,000	1,970,000	361,000	*	*	80,300	92,000
1987[p]		3,520,000	674,000	2,120,000	371,000	*	*	84,900	103,900
1986	Nov	3,850,000	691,000	2,570,000	353,000	8.0	6.2	$80,400	$ 94,000
	Dec	4,060,000	768,000	1,970,000	357,000	5.8	5.8	80,800	95,000
1987	Jan	3,480,000	712,000	2,380,000	358,000	8.2	6.2	$82,100	$ 98,500
	Feb	3,690,000	740,000	2,570,000	358,000	8.4	6.1	85,000	95,200
	Mar	3,680,000	720,000	2,620,000	358,000	8.5	6.0	85,600	98,400
	Apr	3,560,000	733,000	2,620,000	359,000	8.8	5.8	85,000	96,500
	May	3,770,000	649,000	2,520,000	355,000	8.0	6.8	85,200	104,900
	Jun	3,500,000	641,000	2,390,000	359,000	8.2	6.8	85,200	109,000
	Jul	3,430,000	671,000	2,330,000	359,000	8.2	6.6	86,200	105,000
	Aug	3,410,000	675,000	2,400,000	361,000	8.4	6.6	85,100	106,800
	Sep[r]	3,450,000	644,000	2,370,000	361,000	8.3	6.9	85,100	106,500
	Oct[r]	3,570,000	659,000	2,570,000	360,000	8.7	6.6	84,800	106,000
	Nov[r]	3,410,000	643,000	2,490,000	363,000	8.8	6.9	83,700	117,000
	Dec[p]	3,280,000	603,000	2,120,000	366,000	7.7	7.4	84,400	108,900

r Revised p Preliminary n/a not available * not applicable

Source: New home sales data from Census Bureau, U.S. Department of Commerce

UNIT VOLUME

EXISTING SINGLE—FAMILY HOME SALES

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1982		1,990,000	354,000	490,000	780,000	366,000					
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
1987^p		3,520,000	683,000	952,000	1,284,000	601,000					
				Seasonally Adjusted Annual Rates					Not Seasonally Adjusted		
1986	Nov	3,850,000	710,000	1,030,000	1,430,000	680,000	266,000	46,000	63,000	110,000	46,000
	Dec	4,060,000	810,000	1,080,000	1,400,000	760,000	268,000	50,000	68,000	97,000	52,000
1987	Jan	3,480,000	680,000	1,000,000	1,230,000	570,000	216,000	43,000	56,000	83,000	35,000
	Feb	3,690,000	710,000	1,120,000	1,270,000	580,000	241,000	41,000	78,000	84,000	38,000
	Mar	3,680,000	730,000	1,110,000	1,270,000	570,000	325,000	57,000	102,000	113,000	52,000
	Apr	3,560,000	670,000	1,030,000	1,270,000	590,000	331,000	59,000	102,000	119,000	51,000
	May	3,770,000	740,000	1,000,000	1,380,000	640,000	346,000	66,000	94,000	126,000	59,000
	Jun	3,500,000	690,000	900,000	1,270,000	640,000	360,000	72,000	96,000	123,000	69,000
	Jul	3,430,000	670,000	900,000	1,240,000	610,000	333,000	68,000	88,000	120,000	55,000
	Aug	3,410,000	670,000	860,000	1,280,000	600,000	319,000	68,000	82,000	114,000	54,000
	Sep	3,450,000	680,000	900,000	1,300,000	570,000	294,000	63,000	75,000	104,000	52,000
	Oct	3,570,000	690,000	920,000	1,320,000	640,000	301,000	65,000	73,000	108,000	54,000
	Nov^r	3,410,000	660,000	880,000	1,280,000	590,000	241,000	43,000	55,000	102,000	41,000
	Dec^p	3,280,000	630,000	810,000	1,260,000	580,000	216,000	39,000	51,000	86,000	40,000

Components may not agree with totals due to rounding.
r Revised p Preliminary

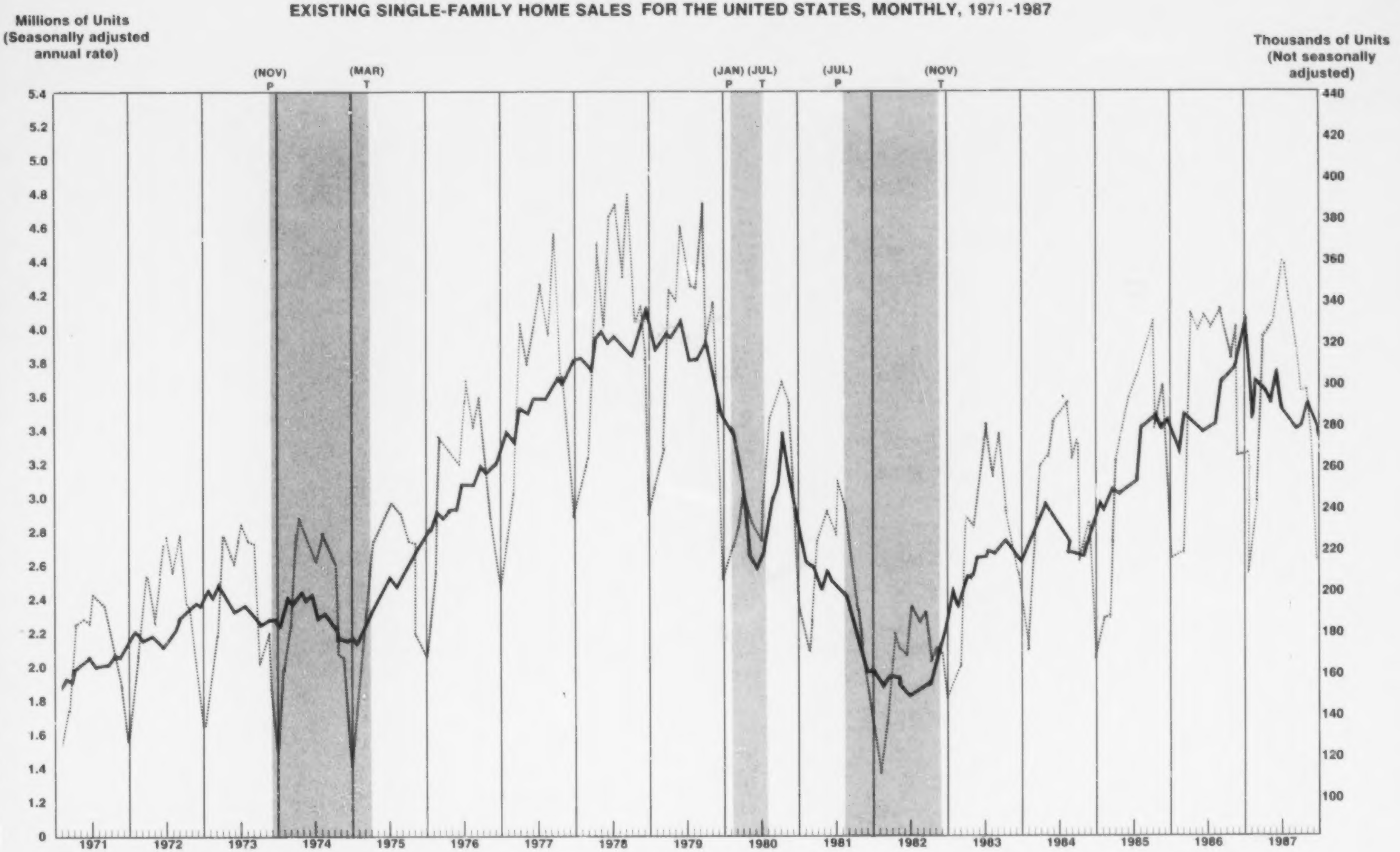
DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES
(Billions of Dollars)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1981		$160.2	$ 26.7	$29.7	$ 61.4	$41.8					
1983		225.9	42.1	44.6	84.4	53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
1987^p		371.0	99.8	71.8	123.7	78.0					
				Seasonally Adjusted Annual Rates					Not Seasonally Adjusted		
1986	Nov	$382.4	$ 94.2	$74.4	$129.4	$84.4	$26.3	$ 6.1	$4.5	$10.0	$5.7
	Dec	413.5	110.0	77.5	129.3	96.7	27.0	6.9	4.9	8.9	6.7
1987	Jan	$348.5	$ 91.2	$74.1	$115.4	$67.6	$21.7	$ 5.8	$4.1	$ 7.8	$4.1
	Feb	384.7	98.2	84.6	123.8	74.9	25.2	5.6	5.9	8.2	4.8
	Mar	386.2	103.5	85.3	125.8	70.4	34.1	8.1	7.9	11.2	6.5
	Apr	373.6	96.3	77.2	123.4	75.7	34.8	8.5	7.7	11.6	6.5
	May	400.4	108.4	77.0	135.0	83.1	36.8	9.8	7.2	12.4	7.6
	Jun	371.0	103.8	67.2	122.0	83.3	38.2	10.8	7.2	11.8	9.0
	Jul	369.1	105.0	67.8	118.5	81.3	35.8	10.7	6.6	11.5	7.3
	Aug	359.1	99.2	65.6	120.9	78.0	33.6	10.1	6.3	10.8	7.0
	Sep	366.4	99.1	69.1	124.5	75.7	31.2	9.1	5.8	10.0	6.9
	Oct	379.5	101.9	67.6	126.4	87.0	32.0	9.6	5.4	10.3	7.4
	Nov^r	358.2	95.8	65.2	121.9	78.0	25.4	6.3	4.1	9.7	5.4
	Dec^p	347.9	94.4	60.7	119.8	77.1	22.9	5.8	3.8	8.2	5.4

Components may not agree with totals due to rounding.
r Revised p Preliminary

EXISTING SINGLE-FAMILY HOME SALES FOR THE UNITED STATES, MONTHLY, 1971-1987



Peak (P) of cycle indicates end of expansion in general economy and beginning of recession (shaded area).

Trough (T) of cycle indicates end of recession in general economy and beginning of expansion.

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
				Median					Average (Mean)		
1982		$67,800	$ 63,500	$55,100	$67,100	$ 98,900	$ 80,500	$ 75,400	$60,700	$78,700	$114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1987[p]		84,900	132,000	65,900	80,200	104,700	105,400	146,100	75,400	96,300	129,900
1986	Nov	$80,400	$106,400	$63,500	$76,300	$102,400	$ 99,100	$131,900	$72,500	$90,700	$123,900
	Dec	80,800	109,300	62,700	75,400	100,500	100,600	136,000	71,500	92,100	126,600
1987	Jan	$82,100	$108,700	$65,200	$78,700	$100,300	$100,100	$136,100	$73,800	$93,900	$119,900
	Feb	85,000	125,400	67,100	82,100	104,000	104,300	138,300	75,500	97,500	128,400
	Mar	85,600	128,000	67,600	83,700	101,900	104,900	141,500	76,800	99,100	124,500
	Apr	85,000	129,000	66,700	81,800	103,300	105,000	144,200	75,300	97,200	127,900
	May	85,200	132,400	66,300	81,400	103,200	106,300	147,100	76,600	98,000	128,900
	Jun	85,200	136,400	65,600	80,500	105,100	106,000	150,500	74,700	96,100	130,200
	Jul	86,200	143,200	65,900	78,400	106,700	107,600	156,700	75,300	95,600	133,200
	Aug	85,100	134,800	66,200	79,700	104,700	105,300	148,000	76,300	94,500	130,000
	Sep	85,100	131,000	66,400	79,100	106,700	106,200	145,800	76,800	95,800	132,800
	Oct	84,800	134,000	63,800	79,000	108,300	106,300	147,800	73,500	95,500	136,700
	Nov[r]	83,700	133,000	64,200	78,100	105,500	105,000	145,700	74,300	95,000	131,800
	Dec[p]	84,400	136,800	63,300	78,400	106,400	105,900	149,600	74,500	95,400	132,300

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SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS
(Percentage Distribution)

Price Class	Dec 1983	Dec 1984	Dec 1985	Dec 1986[r]	Dec 1987[p]
$ 19,999 or under	2.1	2.1	1.7	1.8	2.2
$ 20,000-$ 29,999	4.1	3.8	3.2	2.7	2.9
$ 30,000-$ 39,999	7.8	7.1	6.4	5.5	5.6
$ 40,000-$ 49,999	11.0	10.5	9.5	8.7	8.0
$ 50,000-$ 59,999	12.9	12.3	11.3	10.4	9.5
$ 60,000-$ 69,999	12.2	11.8	12.1	10.8	9.5
$ 70,000-$ 79,999	10.8	10.6	10.3	9.4	8.8
$ 80,000-$ 89,999	8.7	8.6	8.7	8.5	7.9
$ 90,000-$ 99,999	5.7	6.5	6.5	6.4	5.8
$100,000-$119,999	8.3	8.4	8.7	8.8	8.9
$120,000-$159,999	8.8	9.6	10.7	12.2	13.0
$160,000-$199,999	3.6	4.1	4.9	6.0	7.3
$200,000-$249,999	2.0	2.2	2.7	3.7	4.6
$250,000 and over	2.0	2.4	3.3	5.1	6.1
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$69,900	$72,100	$75,500	$80,800	$84,400

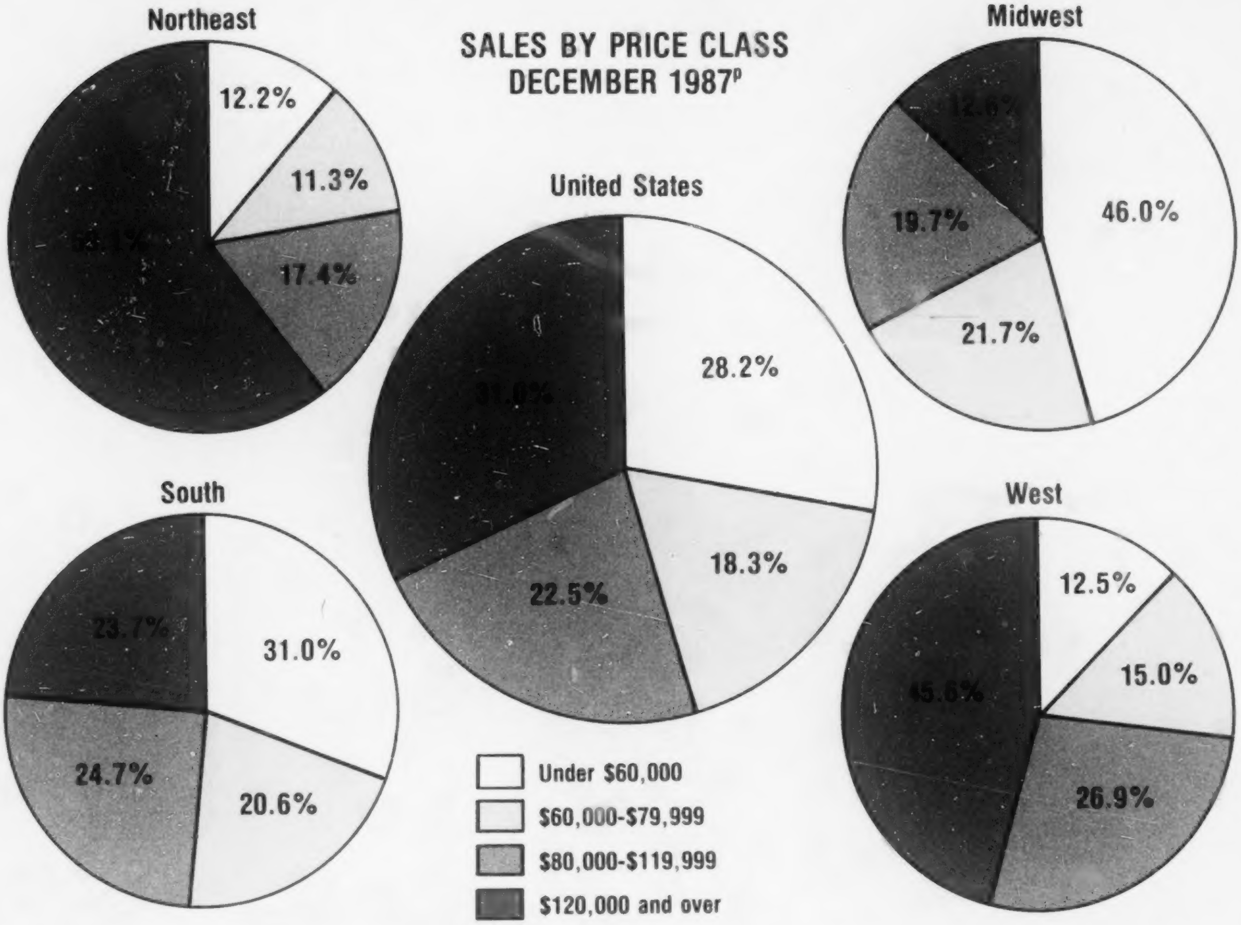
r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS DECEMBER 1987[p]
(Percentage Distribution)

Number of Bedrooms	United States	Northeast	Midwest	South	West
2 Bedrooms or less	17.6	16.9	18.5	15.6	19.6
3 Bedrooms	53.1	47.5	55.8	56.6	49.7
4 Bedrooms or more	29.3	35.7	25.7	27.8	30.7
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary

SALES BY PRICE CLASS
DECEMBER 1987^p

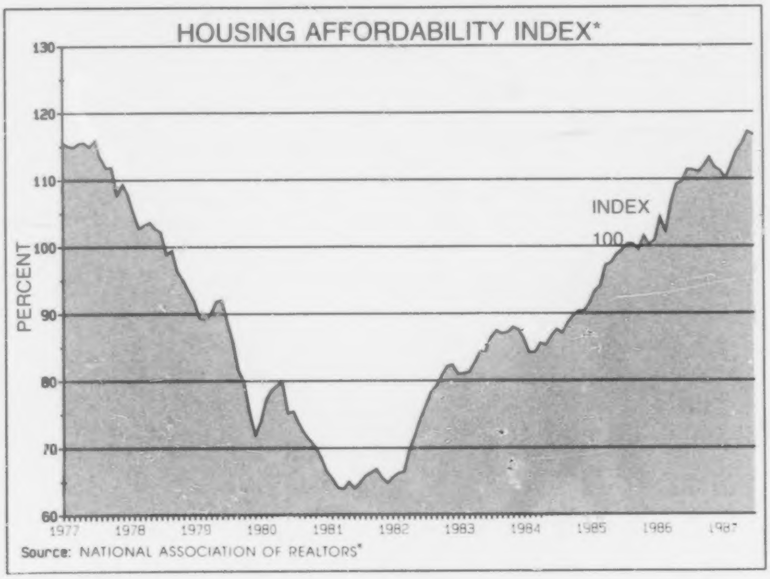


SALES OF EXISTING SINGLE-FAMILY HOMES
BY PRICE CLASS
DECEMBER 1987^p
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	2.2	1.2	4.6	1.6	0.7
$ 20,000-$ 29,999	2.9	1.2	5.6	2.8	0.7
$ 30,000-$ 39,999	5.6	1.6	10.1	6.2	1.8
$ 40,000-$ 49,999	8.0	3.0	12.5	9.5	3.5
$ 50,000-$ 59,999	9.5	5.2	13.2	10.9	5.8
$ 60,000-$ 69,999	9.5	5.7	11.6	10.9	7.1
$ 70,000-$ 79,999	8.8	5.6	10.1	9.7	7.9
$ 80,000-$ 89,999	7.9	5.1	7.9	8.9	8.1
$ 90,000-$ 99,999	5.8	4.2	5.2	6.4	6.9
$100,000-$119,999	8.9	8.1	6.6	9.4	11.9
$120,000-$159,999	13.0	20.1	6.7	11.4	18.3
$160,000-$199,999	7.3	14.9	2.8	5.6	10.2
$200,000-$249,999	4.6	10.2	1.5	3.1	7.0
$250,000 and over	6.1	13.9	1.6	3.6	10.1
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$84,400	$136,800	$63,300	$78,400	$106,400

p Preliminary

HOUSING AFFORDABILITY


HOUSING AFFORDABILITY INDEX*

Source: NATIONAL ASSOCIATION OF REALTORS®

Year	Median-Priced Existing Single-Family Home	Mortgage Rate**	Monthly P & I Payment[r]	Payment as % Income	Median Family Income	Qualifying Income***	Affordability Indexes Composite	Affordability Indexes Fixed	Affordability Indexes ARM
1982	$67,800	15.38%	$702	35.9%	$23,433	$33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1987[p]	84,900	9.28	560	21.6	31,100	26,891	115.7	109.0	123.9
1986									
Nov	$80,400	9.84%	$557	22.8%	$29,314	$26,729	109.7	105.7	119.0
Dec	80,800	9.65	551	22.4	29,458	26,430	111.5	107.1	119.8
1987									
Jan	$82,100	9.53%	$554	22.5%	$29,595	$26,578	111.4	108.6	118.8
Feb	85,000	9.21	557	22.5	29,417	26,732	111.1	108.3	118.0
Mar	85,600	9.09	555	22.3	29,868	26,661	112.0	109.8	119.5
Apr	85,000	9.09	552	22.1	30,005	26,475	113.3	111.3	121.2
May	85,200	9.27	562	22.4	30,142	26,963	111.8	109.0	120.0
Jun	85,200	9.38	567	22.5	30,279	27,224	111.2	105.5	121.9
Jul	86,200	9.41	575	22.7	30,416	27,616	110.1	101.9	119.5
Aug	85,100	9.40	567	22.3	30,553	27,240	112.2	103.8	121.3
Sep	85,100	9.25	560	21.9	30,689	26,884	114.2	104.7	122.8
Oct	84,800	9.22	557	21.7	30,827	26,718	115.4	104.2	123.7
Nov[r]	83,700	9.25	551	21.3	30,963	26,441	117.1	105.4	124.3
Dec[p]	84,400	9.25	555	21.4	31,100	26,663	116.6	106.1	122.4

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* Index equals 100 when median family income equals qualifying income.

** Effective rate on loans closed on existing homes—Federal Home Loan Bank Board.

*** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1987p		365,000	191,000	66,000	77,000	32,000
1986	III	346,000	183,000	63,000	70,000	31,000
	IV	403,000	211,000	67,000	85,000	40,000
1987	I	346,000	169,000	66,000	79,000	32,000
	II	368,000	192,000	65,000	79,000	32,000
	III	383,000	209,000	67,000	77,000	30,000
	IVp	355,000	172,000	68,000	81,000	33,000

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1987p		3,885,000	874,000	1,018,000	1,361,000	633,000
1986	III	3,930,000	880,000	1,040,000	1,360,000	650,000
	IV	4,290,000	960,000	1,100,000	1,480,000	750,000
1987	I	3,960,000	880,000	1,140,000	1,340,000	610,000
	II	3,980,000	890,000	1,040,000	1,390,000	660,000
	III	3,810,000	880,000	950,000	1,350,000	620,000
	IVp	3,780,000	830,000	940,000	1,370,000	640,000

MEDIAN SALES PRICE OF APARTMENT CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1983		$64,000	$61,300	$55,200	$62,000	$97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1987p		78,000	99,400	61,400	65,000	95,500
1986	III	$73,600	$85,000	$59,100	$66,500	$93,900
	IV	75,600	89,700	58,700	62,000	94,900
1987	I	$72,200	$85,500	$59,300	$63,300	$90,200
	II	78,000	98,800	59,400	69,000	95,700
	III	80,000	100,800	65,500	62,700	97,300
	IVp	79,000	105,600	58,900	61,400	97,000

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STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE SINGLE-FAMILY, APARTMENT CONDOS and CO-OPS
(Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
	1985	1986	1987[p]	1986	1987			
				IV	I	II	III	IV[p]
Alabama	59.7	60.8	59.7	69.1	59.2	63.9	57.1	59.2
Alaska	10.0	6.1	7.7	5.6	4.8	7.9	8.9	9.1
Arizona	71.7	73.8	67.3	73.1	45.5	84.4	68.6	65.9
Arkansas	49.8	52.8	48.2	57.5	50.7	52.4	46.8	44.0
California*	407.2	484.6	507.0	579.1	439.3	570.1	507.2	515.1
Colorado	49.3	47.5	46.7	52.7	56.3	50.7	40.2	41.8
Connecticut	56.0	52.0	52.5	65.0	51.7	49.9	54.5	50.8
Delaware	12.3	12.9	13.9	12.9	13.5	14.5	14.0	13.4
District of Columbia	9.9	11.6	10.5	12.1	12.3	10.1	10.4	9.3
Florida	151.3	169.4	184.2	217.7	160.1	186.4	179.8	206.1
Georgia	65.1	75.1	89.0	83.7	80.1	104.9	89.7	81.1
Hawaii	7.9	10.0	11.5	13.7	10.7	12.5	11.4	10.9
Idaho	11.5	11.3	10.9	11.9	13.2	10.6	9.4	11.3
Illinois	140.5	179.2	175.3	192.2	172.4	168.6	191.8	178.2
Indiana	90.1	86.1	89.8	91.3	100.2	99.2	83.5	75.2
Iowa	39.5	46.1	48.3	46.0	56.8	47.8	58.0	44.0
Kansas	47.4	54.4	54.4	57.2	62.9	56.0	49.0	47.9
Kentucky	57.7	58.6	64.1	69.1	51.8	63.4	62.8	78.3
Louisiana	44.1	34.0	40.4	35.3	44.0	39.8	41.2	37.8
Maine	27.1	30.8	35.2	36.5	29.5	39.5	35.1	33.4
Maryland	80.9	86.9	78.5	99.4	68.7	78.9	82.3	83.6
Massachusetts	80.5	84.6	100.5	94.0	86.5	113.7	97.2	100.4
Michigan	167.2	186.6	169.6	192.9	194.6	185.7	151.2	151.2
Minnesota	73.9	96.8	89.4	87.2	128.8	78.2	75.2	75.9
Mississippi	35.5	34.2	34.2	37.2	35.5	36.6	34.7	30.8
Missouri	85.8	88.4	88.4	100.0	96.5	90.4	81.3	83.3
Montana	11.1	11.9	11.6	12.2	10.7	12.4	10.5	12.6
Nebraska	24.5	25.5	23.3	26.4	31.0	26.5	20.3	20.3
Nevada	10.0	11.0	12.2	10.2	9.3	13.0	13.9	11.7
New Hampshire	19.3	20.3	19.2	24.6	23.0	13.4	20.4	22.5
New Jersey	148.8	159.6	157.3	165.1	163.1	169.4	160.5	130.0
New Mexico	19.8	19.5	20.0	22.7	21.0	21.3	19.9	17.1
New York	190.7	216.8	223.9	236.8	242.8	240.9	214.4	195.4
North Carolina	123.3	139.2	140.6	152.4	140.7	149.9	140.4	130.9
North Dakota	8.9	9.5	11.2	12.1	15.9	10.0	10.0	11.1
Ohio	162.5	179.9	180.9	205.0	189.6	189.6	166.4	174.1
Oklahoma	46.8	49.4	44.6	47.6	41.5	43.0	46.1	46.8
Oregon	39.3	45.0	48.5	54.1	48.7	45.4	47.4	50.0
Pennsylvania	210.8	258.3	259.5	304.5	267.8	229.8	286.8	275.7
Rhode Island	13.2	13.5	13.4	15.0	12.2	14.0	14.2	12.6
South Carolina	52.6	58.0	60.9	67.2	51.3	68.3	64.0	58.4
South Dakota	11.3	13.2	13.0	12.7	13.7	13.3	12.6	12.8
Tennessee	99.2	112.0	111.2	126.2	109.9	118.7	112.3	103.6
Texas	203.8	198.9	224.3	244.1	201.0	226.5	234.9	237.8
Utah	15.5	14.6	14.6	15.4	17.9	13.7	13.7	14.0
Vermont	9.9	12.4	13.6	14.6	12.8	15.9	13.1	11.9
Virginia	107.2	130.4	113.0	125.4	118.0	118.0	110.3	107.4
Washington	43.8	50.6	43.6	60.1	45.4	41.9	53.2	39.3
West Virginia	37.7	39.7	36.6	38.1	47.0	40.9	37.8	31.0
Wisconsin	65.5	76.9	73.3	82.5	83.1	76.1	59.8	71.4
Wyoming	6.5	6.1	6.0	6.6	6.7	6.6	4.8	6.1

* Provided by the California Association of REALTORS®

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METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*

(Not Seasonally Adjusted in Thousands of Dollars)

Metropolitan Area	Years			Quarters				
	1985	1986	1987^p	1986	1987			
				IV	I	II	III	IV^p
Akron	$ 52.7	$ 56.2	$57.1	$ 56.7	$ 54.7	$ 56.9	$57.8	$58.1
Albany/Schenectady/Troy	60.3	72.7	86.4	76.3	80.1	86.5	88.6	90.2
Albuquerque	76.8	81.6	82.6	82.0	83.1	82.5	84.4	79.7
Orange County (Anaheim/Santa Ana MSA**)	136.2	147.7	166.9	152.4	156.1	167.3	167.7	174.5
Baltimore	72.6	74.0	80.6	74.3	81.0	76.8	81.9	84.4
Baton Rouge	74.6	70.9	67.8	68.5	68.3	68.1	69.2	65.4
Birmingham	64.5	68.3	71.5	66.7	67.5	72.7	71.6	73.8
Boston	134.2	159.2	176.8	167.8	170.0	175.8	181.6	178.6
Buffalo/Niagara Falls	46.7	52.4	56.5	53.5	55.6	56.5	55.9	57.6
Chicago	81.1	86.1	90.8	85.8	85.7	90.9	91.2	91.5
Cincinnati	60.2	n/a	66.0	n/a	63.8	65.9	68.8	68.2
Cleveland	64.4	66.9	68.4	65.1	n/a	n/a	68.5	67.4
Columbus	62.2	65.5	68.6	64.0	66.9	67.2	72.7	69.3
Dallas/Ft. Worth	87.7	92.8	89.1	89.8	91.2	90.0	89.3	85.6
Denver	84.3	86.4	88.9	85.8	89.9	88.2	91.0	86.4
Des Moines	52.5	55.9	55.6	55.0	55.9	56.8	56.2	52.0
Detroit	51.7	58.1	65.5	60.1	64.3	66.2	65.9	65.7
El Paso	57.6	59.0	59.2	58.5	58.0	58.0	62.6	58.5
Ft. Lauderdale/Hollywood/Pompano Beach	74.6	77.7	79.5	77.7	76.6	79.7	80.8	80.2
Grand Rapids	46.7	50.4	53.5	49.7	51.7	53.4	54.0	53.1
Hartford	99.6	129.0	157.4	134.6	136.6	157.0	165.4	163.8
Houston	78.6	69.9	65.8	67.6	64.7	67.4	67.3	62.7
Indianapolis	55.0	59.0	62.5	57.5	61.6	63.8	62.8	60.6
Jacksonville	58.4	62.8	66.1	62.7	62.7	65.8	66.3	65.2
Kansas City	61.4	65.4	70.8	65.1	72.9	71.1	69.2	68.2
Las Vegas	75.1	77.5	77.0	78.5	76.1	77.9	76.7	76.7
Los Angeles Area**	n/a	128.8	139.5	130.2	130.1	139.6	145.4	145.2
Louisville	50.6	51.7	51.7	51.9	52.1	53.4	53.3	53.4
Memphis	64.6	70.6	74.7	69.9	70.6	76.9	75.2	75.5
Miami/Hialeah	80.5	81.1	82.1	79.1	74.7	84.4	83.5	80.3
Milwaukee	67.5	69.9	69.6	69.2	67.8	71.7	70.9	70.2
Minneapolis/St. Paul	75.2	77.9	80.5	77.4	80.4	80.2	80.9	80.8
Nashville/Davidson	66.1	70.8	75.5	71.7	73.4	75.6	75.7	75.5
New York/Northern New Jersey/Long Island	134.0	160.6	178.5	167.6	169.4	183.0	183.0	180.8
Oklahoma City	64.7	63.0	62.2	62.9	62.4	65.2	61.4	59.4
Omaha	58.3	58.8	59.0	58.8	57.8	60.0	59.7	57.1
Orlando	70.3	72.5	76.2	72.1	73.6	76.4	72.9	78.6
Philadelphia	70.8	74.5	80.7	77.1	79.8	84.4	84.4	75.7
Phoenix	74.7	78.4	80.9	77.9	78.4	81.4	82.7	80.3
Portland	61.5	62.6	64.2	62.5	62.7	64.3	64.0	62.4
Providence	67.5	87.6	121.2	96.4	101.3	109.8	126.6	127.4
Rochester	64.2	68.3	72.2	69.1	69.5	72.3	74.1	72.6
St. Louis	65.7	70.9	74.2	71.9	71.9	74.7	75.7	73.2
Salt Lake City/Ogden	66.7	68.5	69.1	69.0	68.1	69.5	71.1	67.8
San Antonio	67.7	69.2	70.0	70.2	67.6	72.6	72.1	67.1
San Diego**	106.4	118.2	128.8	118.8	121.1	127.1	131.7	131.8
San Francisco Bay Area **	n/a	n/a	171.4	164.8	n/a	n/a	175.9	176.0
Syracuse	58.8	64.3	68.9	66.4	65.2	68.1	71.3	69.9
Tampa/St. Petersburg/Clearwater	58.4	61.1	63.7	62.4	59.8	64.9	65.0	63.3
Toledo, OH	51.9	56.0	56.4	53.2	53.4	58.2	56.9	52.9
Tulsa	66.7	65.5	65.7	63.4	64.1	67.4	66.7	63.0
Washington, D.C.	97.1	101.2	108.5	102.0	107.7	115.0	108.4	122.4
West Palm Beach/Boca Raton/Delray Beach	88.3	92.6	101.7	90.9	96.9	104.3	99.0	103.2

n/a Not Available

*All areas are metropolitan statistical areas (MSA) as defined by the U.S. Office of Management and Budget. They include the named central city and surrounding suburban areas. **Provided by the California Association of REALTORS®

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NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED
(Thousands of units)

			In structures with—			Regions			
Year		Total	1 unit	2 to 4 units	5 units or more	Northeast	Midwest	South	West
1982		1,062	663	80	320	117	149	591	205
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
1987^{p}		1,617	1,144	64	408	269	295	632	420
			Seasonally Adjusted Annual Rates						
1986	Nov	1,637	1,129	71	437	273	275	608	481
	Dec	1,813	1,233	108	472	309	394	602	508
1987	Jan	1,816	1,253	79	484	336	431	589	460
	Feb	1,838	1,303	76	459	291	371	675	501
	Mar	1,730	1,211	85	434	296	348	616	470
	Apr	1,643	1,208	67	368	272	305	665	401
	May	1,606	1,130	67	409	297	309	623	377
	Jun	1,586	1,088	85	413	256	287	607	436
	Jul	1,598	1,143	59	396	278	255	636	429
	Aug	1,585	1,111	59	415	250	272	641	422
	Sep	1,685	1,211	50	424	257	308	698	422
	Oct^{r}	1,537	1,105	66	366	255	249	623	410
	Nov^{r}	1,639	1,110	51	478	260	299	648	432
	Dec^{p}	1,374	1,023	48	303	228	277	551	318

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Source: Census Bureau, U.S. Department of Commerce

NEW ONE-FAMILY HOUSES SOLD
(Thousands of houses sold during period)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1982		412	47	48	219	99					
1983		623	76	71	323	152					
1984		639	94	76	309	160					
1985		688	112	82	323	170					
1986		750	136	96	321	196					
1987^{p}		674	117	98	271	188					
			Seasonally Adjusted Annual Rates				Not Seasonally Adjusted				
1986	Nov	691	141	77	299	174	48	10	5	21	12
	Dec	768	140	128	300	200	49	9	7	20	13
1987	Jan	712	146	95	290	181	53	10	5	23	15
	Feb	740	126	135	290	188	59	9	9	25	17
	Mar	720	124	106	290	200	73	11	11	30	21
	Apr	733	116	115	301	201	72	10	12	29	20
	May	649	110	86	271	183	62	11	9	25	17
	Jun	641	97	97	268	179	58	9	9	24	15
	Jul	671	117	93	269	191	55	10	8	22	15
	Aug	675	114	88	276	198	56	9	8	22	16
	Sep^{r}	644	116	76	271	181	52	10	6	22	13
	Oct^{r}	659	118	101	243	197	52	10	8	18	16
	Nov^{r}	643	163	94	203	182	44	13	6	14	12
	Dec^{p}	603	79	114	228	182	39	5	7	15	12

Components may not agree witn totals due to rounding

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Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS MONTHS OF NOVEMBER

(Percentage Distribution)

Price Class	Nov 1983	Nov 1984	Nov 1985	Nov 1986	Nov 1987^{p}
Under $60,000	22	19	16	11	8
$60,000 to $79,999	34	31	25	24	12
$80,000 to $99,999	19	22	20	22	18
$100,000 to $119,999	7	9	11	13	16
$120,000 to $149,999	18	8	12	10	15
$150,000 and over	n/a	11	14	21	31
Median Sales Price	$75,900	$82,500	$87,200	$94,000	$119,000

Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS THIRD QUARTER 1987^{r}

(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
Under $60,000	8	**	13	14	7
$60,000 to $79,999	18	**	26	26	11
$80,000 to $99,999	19	26	30	33	33
$100,000 to $119,999	12				
$120,000 to $149,999	16	74	30	27	49
$150,000 and over	26				
Median Sales Price	$108,000	$139,900	$90,000	$88,900	$119,000

** Insufficient Sample Size

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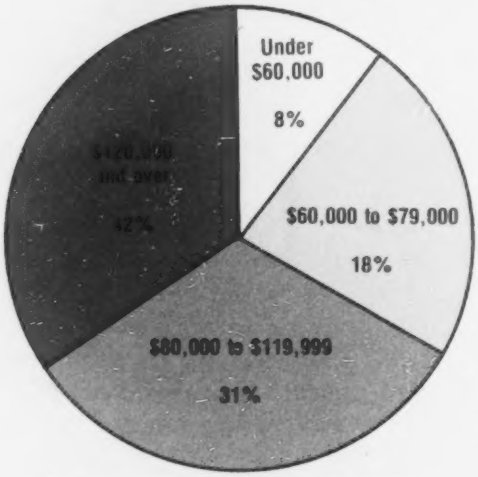
Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS THIRD QUARTER 1987^{p}

(Percentage Distribution)



Source: Census Bureau, U.S. Department of Commerce
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Economics & Research Division
777 14th Street, N.W.
Washington, D.C. 20005

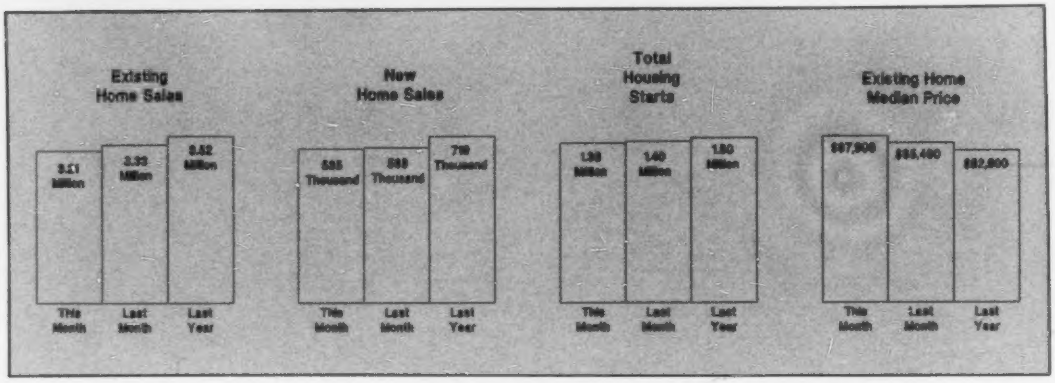
4/1/88 A 7000-2

Vol. 2, No. 2 February 1988

Home Sales

Existing and New Single-Family, Apartment Condos and Co-ops

HOME SALES SUMMARY



HIGHLIGHTS

- Existing and new home sales activity declined for the third straight month as potential home buyers continued to stand on the sidelines amidst an atmosphere of economic uncertainty. Existing home sales volume slipped 3.6 percent while new home sales activity dropped 9.0 percent.
- The inventory of homes available for sale rose moderately with a seasonal gain in the supply of unsold existing homes increasing enough to offset a small decrease in unsold new homes. Currently, the supply of existing and new homes on the market is 8.6 months and 9.4 months, respectively.
- Housing starts in January reached a new 12-month low as the result of a 1.9 percent decline to a seasonally adjusted annual rate of 1,377,000 units. This amounted to a 23.6 percent drop from last year's level.
- Home prices continued their relentless upward trek. The median price of an existing single-family home increased 6.0 percent to $87,900 while the median price of a new home jumped 21.8 percent to $120,000 during that same period.
- Housing was somewhat less affordable because of increasing home prices and mortgage interest rates. The housing affordability index slipped 3.3 points to 112.5.

REALTOR®
ECONOMICS AND RESEARCH DIVISION
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SURVEY DESCRIPTION

Publication

1. "Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage

2. Each month the REALTORS® Economics and Research Division receives data on existing single-family home sales from over 400 Boards of REALTORS® and multiple listing systems. In 1985 data on over 1,590,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	.14	South	.35
Midwest	.28	West	.23

Sales Volume

6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium/co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a *standard home*. Prices are influenced by changes in cost *and* changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are *not seasonally adjusted*.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation—the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium cooperative sales and state home sales are based on a quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

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Home Sales - Reflected Glory

Just a year ago we introduced *Home Sales,* a statistical publication on the U.S. housing market. Now, another change, but this one is one of style and form rather than substance. We're taking advantage of new technologies of desktop publishing to provide more meaningful graphics, more incisive analysis, and more timely delivery. This is accomplished at a price, however. The full-page graph showing both seasonally and not seasonally adjusted data is being deleted from the monthly report, although it will still be published in the annual summary.

This issue is more than a revised format, it is the beginning of the age of majority for Existing Home Sales statistics. Yes, the NATIONAL ASSOCIATION OF REALTORS® has been monitoring resale housing markets for over 20 years now. At such an awesome milestone it is natural to reflect back on what has happened.

In the last 20 years, the real estate market has been a thrill ride – with exhilarating highs and depressing lows. Through good times and bad, however, Americans continued to move – move to own a home, move to change jobs, move to accommodate a larger (or smaller) family. In fact, the last 20 years have seen the sale of 53.9 million single-family homes. That's roughly equivalent to every household who currently owns a home buying it in the last 20 years! The dollar value of those homes is staggering as well. Resale home sales have totalled $3.3 trillion in the last two decades.

Those home sales reflect broad demographic patterns as well. Despite sluggish economic and housing market performance during the last 2-3 years, the South has been the big winner in the last 20 years, with over one-third of the nation's home sales taking place in that region. Similarly, the long-term economic woes of the industrialized Northeast, its over crowding, urban density, and high prices, have kept home sales in that region smaller than its share of American families.

Housing has long been represented as an excellent savings vehicle for Americans, and the last 20 years have clearly pointed out that potential. In 1968 the typical resale home sold in the country for just over $20,000. In sharp contrast the median price resale home sold last year was $85,600 – a price level 4 times as high. In fact the median home price has increased an average of 7.5 percent per year for the last 20 years. In comparison, the price level for purchases generally has increased just 6.0 percent annually. Is housing a hedge against inflation? You bet!

Just as the statistics portray a vital housing market, the statistics themselves have undergone change. In 1968 the Association was presenting an index of home sales activity. It wasn't until after the 1970 Census of Housing that the data could be benchmarked to a known number and transformed into a meaningful statistic for public release. Most users of this data are unaware that the original index-number approach is still used in the construction of the statistics.

Originally only median prices were reported. In 1975 the reporting was expanded to include average prices as well. After 1975 the statistics entered a dormant period as the Association focused research activities in other areas – a reflection of the needs of a rapidly growing number of REALTORS®. As 1980 approached, bringing with it a new decennial census a concerted effort was undertaken to increase the types of statistics collected. With the support of vendors of multiple listing computer hardware and software we were able to begin collecting information on condominium transactions as well as listings available for sale.

One more thing was needed to complete our expansion plans – more data. In 1968 only 114 local Boards of REALTORS® were reporting monthly sales statistics to the National office. Slight increases took place in the late 60s/early 70s and by 1977 there were 142 multiple listing services reporting each month. While these provided a more than adequate sample for preparation of national and regional statistics it just was not enough to produce state-level estimates of resale activity. Accordingly in 1978-1980 a major effort was undertaken to increase the number of reporters. Each year since then has seen a significant jump in the number of reporting boards, either directly to NAR or through their state Association. At the present time home sales from over 400 multiple listing services are tallied each month – home sales which represent over half of all home sales. The sample is fantastic, but we're never satisfied. As the 1990 Census approaches we are once again trying to augment the sample across the board.

Clearly the success of our now mature statistical endeavor must be credited to the Executive Officer and staff of each local Board or multiple listing service which takes time out of their busy schedule to prepare and send in the monthly statistics, and put up with our urgent phone calls if the data has not arrived in the mail by the 20th of the following month. From all the producers and users of this data to all the providers of the statistics, and the tens of thousands of REALTORS® they represent, THANKS!

Glenn E. Crellin
Division Vice President
Economics and Research Division

HOME SALES – JANUARY 1988

Existing and new single-family home sales declined for the third straight month in January as recession-conscious potential home buyers continued a wait-and-see approach toward their home purchase plans. Existing home sales volume slipped 3.6 percent to a seasonally adjusted annual rate of 3,210,000 units while new home purchases dropped a rather steep 9.0 percent to an annual rate of 535,000 units.

Regional comparisons of existing home sales reveal decreases in three of the four regions with the West and South registering the largest declines – 12.3 percent to 500,000 units and 9.7 percent to 1,120,000 units, respectively. Sales in the Northeast were off the least with a 4.7 percent decline to a seasonally adjusted annual rate of 640,000. By contrast, sales in the Midwest – supported by strong automobile sales and agricultural exports – picked up to a rate of 920,000 units, their highest level in eight months.

Regional analysis of new home sales shows a mixed pattern. While sales in the West were up a sharp 23 percent to a 91,000 unit rate, this was still the second lowest level during the past twelve months and 38.1 percent below January of last year. The West was virtually unchanged from last month at a 179,000 unit annual rate while steep declines were reported by the Midwest and South which were off 13.7 percent to 88,000 units and 24.4 percent to 177,000 transactions, respectively.

Inventory Available For Sale

The inventory of unsold homes rose moderately in January with an increase in the supply of existing homes accounting for the full amount of the gain. The number of existing homes available for sale increased by 140,000 units to 2,300,000; this is typical seasonal behavior for reflecting the homeseller's preference to postpone listing their property until just after the holiday period. Concurrently the supply of new homes declined by 1,000 units to a total 367,000 units. Caution has been the pattern for builders for several months. At least so far they are avoiding a rapid inventory accumulation.

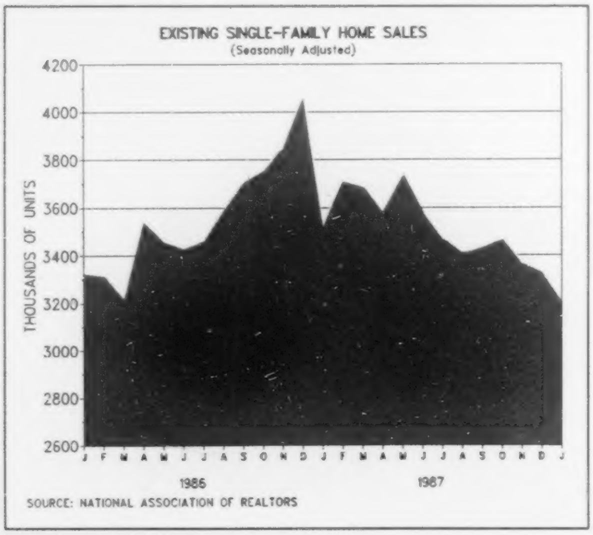
The months' supply of homes available for sale mirrored the changing inventory – up moderately for existing homes to 8.6 months and down marginally for new homes to 9.4 months.

While the months' supply of existing homes has tended to be on a plateau, varying for the most part within a one percentage point range, the supply of new homes on the market – at 9.4 months – was just below its 12-month high of 9.7 months established in December, reflecting the slowdown in the rate of new home sales.

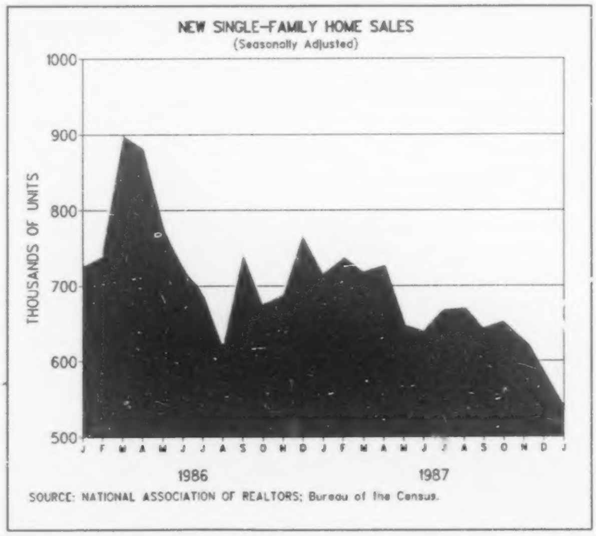
Housing Construction

New home construction extended its lacklustre performance in January by touching a new 12-month low – down 1.9 percent to a seasonally adjusted annual rate of 1,377,000 units. While this was a modest decline, it amounts to a 23.6 percent drop from the pace of a year ago. The brunt of the January decrease was borne by the one-unit structures which were off 2.9 percent to a rate of 1,011,000 units – 18 percent below last January. Construction of buildings with two-to-four units and five units or more was about even with last month. Starts of both types, however, were well below the pace of a year ago – about 35 percent.

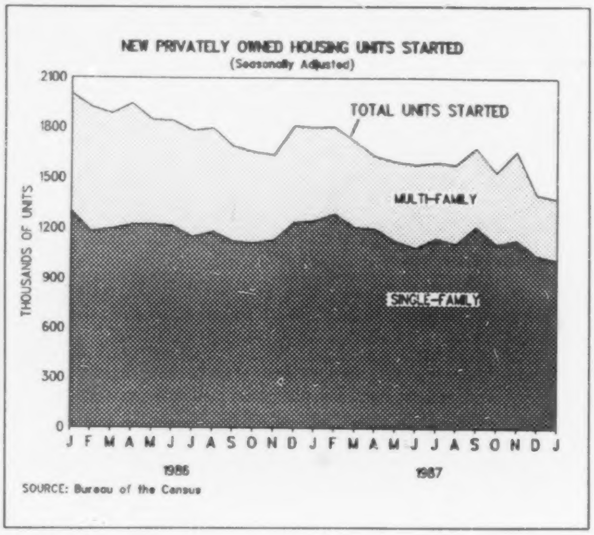
Regional comparisons show some sharp contrasts. After hitting a 12-month low in December, activity in the Northeast and West bounced up sharply for gains of 27.6 percent to a 291,000 a unit rate and 21.2 percent to 394,000 units, respectively. By contrast, construction activity hit new 12-month lows in the Midwest and South with decreases of 21.8 percent to a 223,000 unit rate and 17.1 percent to a 469,000 unit pace, respectively.


EXISTING SINGLE-FAMILY HOME SALES
(Seasonally Adjusted)

SOURCE: NATIONAL ASSOCIATION OF REALTORS


NEW SINGLE-FAMILY HOME SALES
(Seasonally Adjusted)

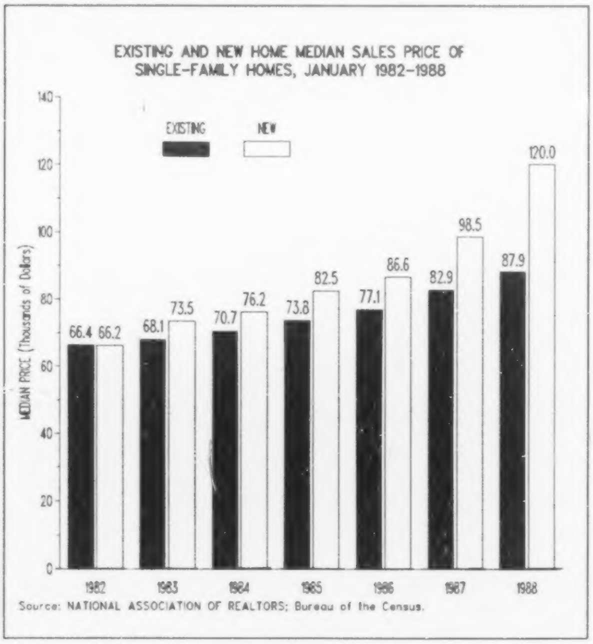
SOURCE: NATIONAL ASSOCIATION OF REALTORS; Bureau of the Census.


NEW PRIVATELY OWNED HOUSING UNITS STARTED
(Seasonally Adjusted)

SOURCE: Bureau of the Census

Home Sales Prices

Existing and new home prices continue to escalate despite the recent softness in the housing market. The median price of an existing single-family home jumped $2,500 to $87,900, 6.0 percent above January 1987 while the median price of a new home gained $10,600 to $120,000, up 21.8 percent from a year ago – an all time high. Regionally, there were year-to-year resale price gains across the board with the Northeast posting a sharp increase of 8.8 percent to $135,300. Price advances in the other three regions were more moderate with the next highest increase in the South, up 3.7 percent to $82,000 followed closely by the Midwest which gained 3.1 percent to $67,400. Prices in the West increased a nominal 1.2 percent to $116,500.

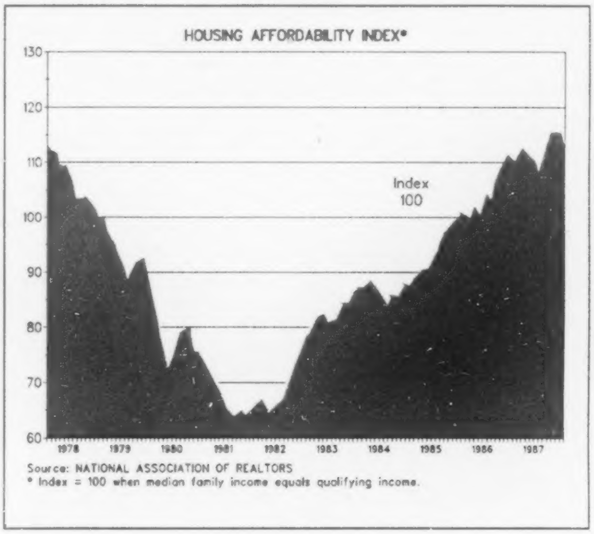

EXISTING AND NEW HOME MEDIAN SALES PRICE OF SINGLE-FAMILY HOMES, JANUARY 1982–1988

Source: NATIONAL ASSOCIATION OF REALTORS; Bureau of the Census.

Resale Housing Affordability

An increase in the median price of an existing single-family home coupled with a slight increase in mortgage interest rates pushed the affordability index 3.3 points lower to 112.5. This index level means a family earning the median income of $31,242 had 112.5 percent of the income required to qualify for a conventional loan covering 80 percent of the median existing home price of $87,900.

The spread between fixed-rate and adjustable-rate affordability indexes narrowed marginally to 16.7 from 16.8 in December after reaching 19.6 points in October. Since that time, ARM's offered a particularly attractive alternative to fixed-rate mortgages – an alternative now being used by over half the mortgage seekers in the nation.


HOUSING AFFORDABILITY INDEX*

Source: NATIONAL ASSOCIATION OF REALTORS
* Index = 100 when median family income equals qualifying income.

Condominium/Cooperative Resales

Nationally, fourth quarter apartment condominium/cooperative resales declined 48,000 units to a seasonally adjusted rate of 355,000 units, 11.9 percent below the fourth quarter of 1986 – a particularly strong period for single-family home resales in general.

Regional comparisons of fourth quarter 1987 with that of 1986 indicate a steady market in the Midwest while the other three regions posted declines. The West reported the sharpest decrease with a drop of 21.2 percent to a 33,000 unit rate. The Northeast was also down substantially with an 18.5 percent loss to a 172,000 unit pace. The South followed with a 4.7 percent decrease to an 81,000 unit rate.

Nationwide, fourth quarter apartment condo/co-op prices increased $3,400 to $79,000, 4.5 percent above the same quarter of a year ago. Regional comparisons show that three of the four regions posted increases. The greatest gain was in the Northeast, up 17.7 percent to $105,600. Increases were also registered in the West, 2.2 percent to $97,000, and the Midwest, up nominally at $58,900, The South was off about one percent to $61,400.

Overall, apartment condo/co-op prices appreciated faster than single-family home in 1987. Nationwide, price appreciation in 1987 was 7.4 percent for condo/co-op housing versus 5.7 percent for single-family dwellings.

State Home Resales

On a national basis, fourth quarter total existing home sales including apartment condominium and cooperatives decreased less than one percent to a seasonally adjusted annual rate of 3,780,000 units, 11.9 percent below the same quarter of a year ago.

Regional comparisons reveal sales were down across the board. The number of transactions in the Northeast dropped 13.5 percent to an 830,000 unit pace. Resales in the Midwest and West fell nearly 15 percent to 940,000 and 640,000 units, respectively. Sales activity in the South slipped 7.4 percent to a seasonally adjusted rate of 1,370,000 units.

Just how much the overall sales volume statistic is influenced by the larger states is shown below. The top ten volume leaders were: California (515,000), Pennsylvania (275,000), Texas (237,800), Florida (206,100), New York (195,400), Illinois (178,200), Ohio (174,100), Michigan (151,200), North Carolina (130,900), and New Jersey (130,000). These top ten states account for 58.1 percent of all existing home sales while the top five states volume equates to 32.4 percent of all activity.

Metropolitan Home Prices

Despite the overall price appreciation of existing homes in our survey, increases among individual areas were not uniform over all four quarters of 1987.

There were, however, eleven metropolitan areas that reported steady year-to-year price increases of five percent or more in each of the four quarters. In fact, four of the eleven registered double digit increases of 10 percent or more. Those consistently registering increases of 10 percent or more were Albany/Schenectady/Troy; Orange County, California(Anaheim/Santa Ana MSA); Hartford; Providence; and Washington, DC.

Conversely, there were four metropolitan areas with persistent price weakness. The magnitude of the declines wasn't as great as the price increases mentioned above. Those mets with successive year-to-year quarterly price decreases were Baton Rouge; Dallas/Ft. Worth; Houston; and Omaha.

STATE HOME RESALES

(Change from 4th Quarter 1986)

Down 10.0% or More

Alabama
Arkansas
California
Colorado
Connecticut
District of Columbia
Hawaii
Indiana
Kansas
Maryland
Michigan
Minnesota
Mississippi
Missouri
Nebraska
New Jersey
New Mexico
New York
North Carolina
Ohio
Rhode Island
South Carolina
Tennessee
Vermont
Virginia
Washington
West Virginia
Wisconsin

Down 0.1 - 9.9%

Arizona
Florida
Georgia
Idaho
Illinois
Iowa
Maine
New Hampshire
North Dakota
Oklahoma
Oregon
Pennsylvania
Texas
Utah
Wyoming

Up 0.1 - 9.9%

Delaware
Louisana
Massachusetts
Montana
South Dakota

Up 10% or More

Alaska
Kentucky
Nevada

METROPOLITAN HOME SALES PRICE

(Change from 4th Quarter 1986)

Down

Albuquerque
Baton Rouge
Dallas/Ft. Worth
Des Moines
Houston
Las Vegas
Oklahoma City
Omaha
Philadelphia
Portland
Salt Lake City/Ogden
San Antonio
Toledo
Tulsa

Up 0.1 - 4.9%

Akron
Cleveland
Denver
El Paso
Ft. Lauderdale/Hollywood/Pompano Beach
Jacksonville
Kansas City
Louisville
Miami/Haileah
Milwaukee
Minneapolis/St. Paul
Phoenix
St Louis
Tampa/St. Petersburg/Clearwater

Up 5.0 - 9.9%

Boston
Buffalo/Niagara Falls
Chicago
Columbus
Detroit
Grand Rapids
Indianapolis
Memphis
Nashville/Davidson
NewYork/Northern New Jersey/Long Island
Orlando
Rochester
San Francisco Bay Area
Syracuse

Up 10% or More

Albany/Schenectady/Troy
OrangeCounty(Anaheim/Santa Ana MSA)
Baltimore
Birmingham
Hartford
Los Angeles Area
Providence
San Diego
Washington, DC
West Palm Beach/Boca Raton/Delray Beach

UNITED STATES SUMMARY

		Single-Family Home Sales (Seasonally Adjusted Annual Rates)		Number of Homes Available for Sale (End of Period)		Months' Supply of Homes on the Market		Median Sales Price of Single-Family Homes	
Year		Existing	New	Existing	New	Existing	New	Existing	New
1982		1,990,000	412,000	1,910,000	255,000	*	*	$67,800	$69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	750,000	1,970,000	361,000	*	*	80,300	92,000
1987^{r}		3,526,000	672,000	2,160,000	368,000	*	*	85,600	104,000
1987^{r}	Jan	3,520,000	719,000	2,380,000	357,000	8.1	6.1	$82,900	$ 98,500
	Feb	3,710,000	738,000	2,570,000	358,000	8.3	6.1	85,600	95,200
	Mar	3,690,000	720,000	2,620,000	358,000	8.5	6.0	85,200	98,400
	Apr	3,590,000	728,000	2,620,000	359,000	8.8	5.8	86,000	96,500
	May	3,740,000	649,000	2,520,000	356,000	8.1	6.8	86,000	104,900
	Jun	3,580,000	640,000	2,390,000	359,000	8.0	6.9	85,900	109,000
	Jul	3,470,000	672,000	2,330,000	359,000	8.1	6.6	88,300	105,000
	Aug	3,410,000	673,000	2,400,000	361,000	8.4	6.6	86,500	106,800
	Sep	3,430,000	644,000	2,370,000	361,000	8.3	6.9	85,500	106,500
	Oct	3,470,000	653,000	2,570,000	360,000	8.9	6.6	84,600	106,500
	Nov	3,370,000	631,000	2,490,000	361,000	8.9	7.0	85,000	117,000
	Dec	3,330,000	588,000	2,160,000	364,000	7.8	7.6	85,400	109,400
1988	Jan^{p}	3,210,000	535,000	2,300,000	369,000	8.6	8.5	87,900	120,000

r Revised p Preliminary n/a not available * not applicable

Source: New home sales data from Census Bureau, U.S. Department of Commerce

UNIT VOLUME

EXISTING SINGLE-FAMILY HOME SALES

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1982		1,990,000	354,000	490,000	780,000	366,000					
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
1987^{r}		3,526,000	685,000	959,000	1,282,000	600,000					
		Seasonally Adjusted Annual Rates					**Not Seasonally Adjusted**				
1987^{r}	Jan	3,520,000	670,000	1,040,000	1,230,000	580,000	216,000	42,000	56,000	83,000	35,000
	Feb	3,710,000	720,000	1,100,000	1,290,000	600,000	241,000	41,000	78,000	84,000	38,000
	Mar	3,690,000	720,000	1,080,000	1,300,000	590,000	327,000	57,000	102,000	115,000	52,000
	Apr	3,590,000	680,000	1,030,000	1,280,000	610,000	331,000	59,000	103,000	118,000	51,000
	May	3,740,000	730,000	1,000,000	1,380,000	630,000	346,000	67,000	95,000	126,000	57,000
	Jun	3,580,000	700,000	930,000	1,300,000	650,000	361,000	72,000	97,000	123,000	69,000
	Jul	3,470,000	690,000	900,000	1,250,000	630,000	333,000	69,000	88,000	119,000	56,000
	Aug	3,410,000	670,000	860,000	1,290,000	590,000	317,000	68,000	81,000	113,000	54,000
	Sep	3,430,000	670,000	890,000	1,290,000	580,000	296,000	63,000	75,000	105,000	53,000
	Oct	3,470,000	670,000	910,000	1,280,000	600,000	301,000	65,000	73,000	108,000	54,000
	Nov	3,370,000	660,000	890,000	1,260,000	560,000	241,000	43,000	55,000	102,000	40,000
	Dec	3,330,000	640,000	880,000	1,240,000	570,000	220,000	39,000	56,000	86,000	40,000
1988	Jan^{p}	3,210,000	610,000	920,000	1,120,000	500,000	188,000	37,000	48,000	74,000	29,000

Components may not agree with totals due to rounding.

r Revised p Preliminary

DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES

(Billions of Dollars)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1981		$160.2	$ 26.7	$29.7	$ 61.4	$41.8					
1983		225.9	42.1	44.6	84.4	53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
1987^r		374.8	100.6	72.4	123.5	79.9					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987^r	Jan	$354.4	$ 90.6	$77.1	$116.0	$70.7	$21.8	$ 5.7	$4.1	$ 7.8	$4.3
	Feb	387.7	99.2	83.2	126.6	78.7	25.3	5.7	5.9	8.2	5.0
	Mar	383.3	103.0	84.0	122.2	74.6	34.0	8.1	7.9	10.8	6.6
	Apr	381.1	98.9	77.6	124.7	79.9	35.2	8.6	7.8	11.5	6.7
	May	404.7	108.6	76.8	135.2	84.1	37.2	9.9	7.3	12.4	7.6
	Jun	387.8	105.8	69.2	125.1	87.7	38.6	10.9	7.3	11.8	9.3
	Jul	386.4	109.1	67.9	123.3	86.1	36.6	11.0	6.6	11.7	7.7
	Aug	368.5	99.9	65.3	123.1	80.2	33.9	10.1	6.2	10.8	7.3
	Sep	368.8	98.7	68.1	123.8	78.2	31.6	9.3	5.7	10.1	7.1
	Oct	373.6	100.1	67.1	124.0	82.4	31.9	9.7	5.4	10.4	7.4
	Nov	360.3	96.2	66.3	121.4	76.4	25.9	6.3	4.1	9.8	5.4
	Dec	358.3	95.0	67.0	118.3	78.0	23.5	5.8	4.3	8.1	5.5
1988	Jan^p	$351.2	91.0	71.9	112.0	68.2	20.6	5.5	3.7	7.4	4.0

Components may not agree with totals due to rounding.
r Revised p Preliminary

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES

(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
		Median					Average (Mean)				
1982		$67,800	$ 63,500	$55,100	$67,100	$ 98,900	$ 80,500	$ 75,400	$60,700	$ 78,700	$114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1987^r		85,600	133,300	66,000	80,400	113,200	106,300	146,900	75,500	96,300	133,200
1987^r	Jan	$82,900	$118,700	$65,400	$79,100	$103,800	$101,100	$135,300	$73,900	$ 94,300	$122,400
	Feb	85,600	125,800	67,200	82,500	110,900	105,000	138,700	75,600	98,000	130,500
	Mar	85,200	128,900	68,300	81,200	105,900	104,000	142,200	77,600	94,000	126,900
	Apr	86,000	131,100	67,000	82,300	110,400	106,200	145,400	75,600	97,800	131,100
	May	86,000	134,000	66,500	81,800	110,700	107,500	148,400	76,800	98,200	132,800
	Jun	85,900	138,100	65,800	80,600	114,700	107,100	151,800	74,800	96,200	134,300
	Jul	88,300	145,800	66,000	81,000	118,500	109,800	158,700	75,500	98,300	137,700
	Aug	86,500	135,700	66,500	80,800	115,100	107,000	148,600	76,400	95,600	135,100
	Sep	85,500	133,000	66,100	79,500	116,100	106,900	146,900	76,500	96,300	134,700
	Oct	84,600	135,300	63,800	80,200	116,400	106,100	148,800	73,500	96,600	136,400
	Nov	85,000	134,500	64,400	79,200	115,400	106,600	146,700	74,800	96,200	135,800
	Dec	85,400	134,300	65,000	78,700	117,800	107,100	147,600	75,900	95,500	137,000
1988	Jan^p	$87,900	$135,300	$67,400	$82,000	$116,500	$109,400	$149,200	$78,100	$100,000	$136,300

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SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS
(Percentage Distribution)

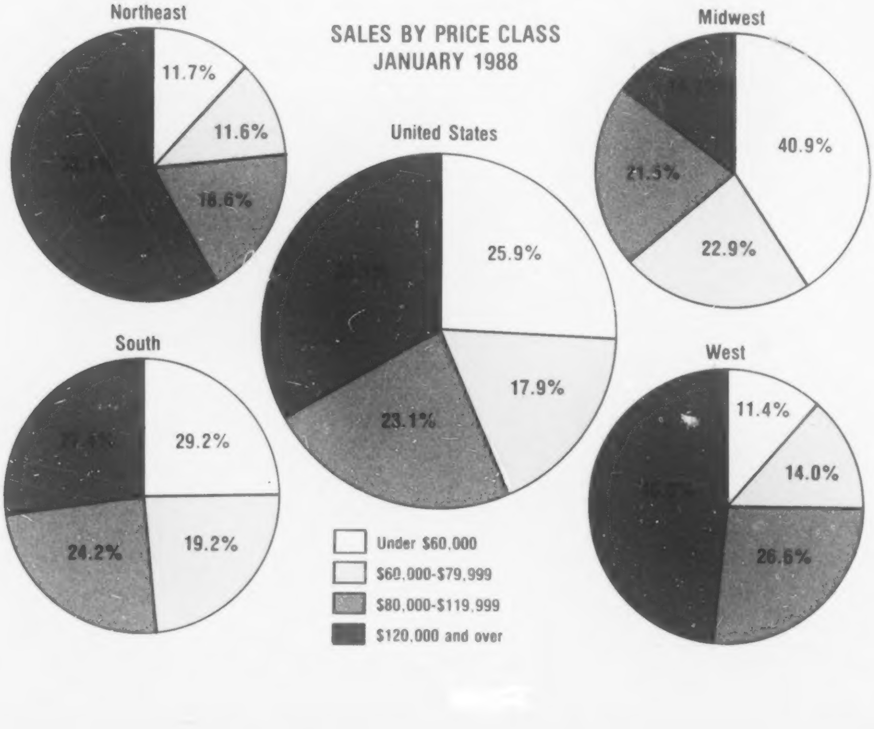
Price Class	Jan 1984	Jan 1985	Jan 1986	Jan 1987r	Jan 1988p
$ 19,999 or under	2.1	2.5	1.9	1.2	1.9
$ 20,000-$ 29,999	3.9	3.4	3.0	2.3	2.9
$ 30,000-$ 39,999	7.8	7.0	6.0	5.5	5.2
$ 40,000-$ 49,999	10.9	9.9	8.9	8.1	7.1
$ 50,000-$ 59,999	12.5	11.5	11.3	9.9	8.8
$ 60,000-$ 69,999	12.1	11.8	11.4	10.4	9.4
$ 70,000-$ 79,999	10.7	10.1	10.5	9.8	8.5
$ 80,000-$ 89,999	8.9	8.9	9.1	9.1	7.8
$ 90,000-$ 99,999	5.8	6.5	6.9	7.0	6.1
$100,000-$119,999	8.1	8.8	8.6	9.5	9.2
$120,000-$159,999	9.2	10.6	11.3	12.8	14.3
$160,000-$199,999	3.8	4.2	5.0	6.1	7.1
$200,000-$249,999	2.0	2.3	2.7	3.7	5.1
$250,000 and over	2.2	2.5	3.4	4.6	6.6
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$70,700	$73,800	$77,100	$82,900	$87,900

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS JANUARY 1988
(Percentage Distribution)

Number of Bedrooms	United States	Northeast	Midwest	South	West
2 Bedrooms or less	18.3	16.8	20.7	14.8	21.8
3 Bedrooms	52.3	47.9	53.4	55.9	48.3
4 Bedrooms or more	29.4	35.3	25.9	29.3	29.9
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary



SALES BY PRICE CLASS JANUARY 1988

SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS
JANUARY 1988[p]
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	1.9	1.0	3.9	1.7	0.5
$ 20,000-$ 29,999	2.9	1.3	4.8	3.0	1.1
$ 30,000-$ 39,999	5.9	1.6	9.0	5.9	1.4
$ 40,000-$ 49,999	7.1	2.7	11.0	8.5	3.3
$ 50,000-$ 59,999	8.8	5.1	12.2	10.1	5.1
$ 60,000-$ 69,999	9.4	5.9	12.3	10.1	7.0
$ 70,000-$ 79,999	8.5	5.7	10.6	9.1	7.0
$ 80,000-$ 89,999	7.8	5.8	8.9	7.9	7.6
$ 90,000-$ 99,999	6.1	4.6	5.4	6.5	7.5
$100,000-$119,999	9.2	8.2	7.2	9.8	11.5
$120,000-$159,999	14.3	19.9	8.7	13.3	19.1
$160,000-$199,999	7.1	13.4	3.0	6.2	9.5
$200,000-$249,999	5.1	10.9	1.5	3.3	8.3
$250,000 and over	6.6	13.9	1.5	4.6	11.1
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$87,900	$135,300	$67,400	$82,900	$116,500

p Preliminary

HOUSING AFFORDABILITY

Year	Median-Priced Existing Single-Family Home	Mortgage Rate*	Monthly P & I Payment[r]	Payment as % Income	Median Family Income	Qualifying Income**	Affordability Indexes		
							Composite	Fixed	ARM
1982	$67,800	15.38%	$702	35.9%	$23,433	$33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1987[r]	85,600	9.28	565	21.8	31,100	27,101	114.8	108.0	123.0
1987[r]									
Jan	$82,900	9.53%	$559	22.7%	$29,595	$26,832	110.3	107.6	117.6
Feb	85,600	9.21	561	22.7	29,732	26,946	110.3	107.6	117.2
Mar	85,200	9.09	553	22.2	29,868	26,537	112.6	110.3	120.1
Apr	86,000	9.09	558	22.3	30,005	26,786	112.0	110.1	119.8
May	86,000	9.27	567	22.6	30,142	27,216	110.8	108.0	118.9
Jun	85,900	9.38	572	22.7	30,279	27,448	110.3	104.6	120.9
Jul	88,300	9.41	589	23.3	30,416	28,289	107.5	99.4	116.7
Aug	86,500	9.40	577	22.7	30,553	27,688	110.3	102.1	119.3
Sep	85,500	9.25	563	22.0	30,689	27,010	113.6	104.2	122.2
Oct	84,600	9.22	555	21.6	30,827	26,655	115.7	104.4	124.0
Nov	85,000	9.25	559	21.7	30,963	26,852	115.3	103.8	122.4
Dec	85,400	9.20	560	21.6	31,100	26,860	115.8	104.6	121.4
1988									
Jan[p]	$84,900	9.25%	$579	22.2%	$31,242	$27,768	112.5	102.1	118.8

r Revised

p Preliminary

* Effective rate on loans closed on existing homes—Federal Home Loan Bank Board.

** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1987^p		365,000	191,000	66,000	77,000	32,000
1986	III	346,000	183,000	63,000	70,000	31,000
	IV	403,000	211,000	67,000	85,000	40,000
1987	I	346,000	169,000	66,000	79,000	32,000
	II	368,000	192,000	65,000	79,000	32,000
	III	383,000	209,000	67,000	77,000	30,000
	IV^p	355,000	172,000	68,000	81,000	33,000

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1987^p		3,885,000	874,000	1,018,000	1,361,000	633,000
1986	III	3,930,000	880,000	1,040,000	1,360,000	650,000
	IV	4,290,000	960,000	1,100,000	1,480,000	750,000
1987	I	3,960,000	880,000	1,140,000	1,340,000	610,000
	II	3,980,000	890,000	1,040,000	1,390,000	660,000
	III	3,810,000	880,000	950,000	1,350,000	620,000
	IV^p	3,780,000	830,000	940,000	1,370,000	640,000

MEDIAN SALES PRICE OF APARTMENT CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1983		$64,000	$61,300	$55,200	$62,000	$97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1987^p		78,000	99,400	61,400	65,000	95,500
1986	III	$73,600	$85,000	$59,100	$66,500	$93,900
	IV	75,600	89,700	58,700	62,000	94,900
1987	I	$72,200	$85,500	$59,300	$63,300	$90,200
	II	78,000	98,800	59,400	69,000	95,700
	III	80,000	100,800	65,500	62,700	97,300
	IV^p	79,000	105,600	58,900	61,400	97,000

p Preliminary

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE SINGLE-FAMILY, APARTMENT CONDOS and CO-OPS (Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
	1985	1986	1987[p]	1986	1987			
				IV	I	II	III	IV[p]
Alabama	59.7	60.8	59.7	69.1	59.2	63.9	57.1	59.2
Alaska	10.0	6.1	7.7	5.6	4.8	7.9	8.9	9.1
Arizona	71.7	73.8	67.3	73.1	45.5	84.4	68.6	65.9
Arkansas	49.8	52.8	48.2	57.5	50.7	52.4	46.8	44.0
California*	407.2	484.6	507.0	579.1	439.3	570.1	507.2	515.1
Colorado	49.3	47.5	46.7	52.7	56.3	50.7	40.2	41.8
Connecticut	56.0	52.0	52.5	65.0	51.7	49.9	54.5	50.8
Delaware	12.3	12.9	13.9	12.9	13.5	14.5	14.0	13.4
District of Columbia	9.9	11.6	10.5	12.1	12.3	10.1	10.4	9.3
Florida	151.3	169.4	184.2	217.7	160.1	186.4	179.8	206.1
Georgia	65.1	75.1	89.0	83.7	80.1	104.9	89.7	81.1
Hawaii	7.9	10.0	11.5	13.7	10.7	12.5	11.4	10.9
Idaho	11.5	11.3	10.9	11.9	13.2	10.6	9.4	11.3
Illinois	140.5	179.2	175.3	192.2	172.4	168.6	191.8	178.2
Indiana	90.1	86.1	89.8	91.3	100.2	99.2	83.5	75.2
Iowa	39.5	46.1	48.3	46.0	56.8	47.8	58.0	44.0
Kansas	47.4	54.4	54.4	57.2	62.9	56.0	49.0	47.9
Kentucky	57.7	58.6	64.1	69.1	51.8	63.4	62.8	78.3
Louisiana	44.1	34.0	40.4	35.3	44.0	39.8	41.2	37.8
Maine	27.1	30.8	35.2	36.5	29.5	39.5	35.1	33.4
Maryland	80.9	86.9	78.5	99.4	68.7	78.9	82.3	83.6
Massachusetts	80.5	84.6	100.5	94.0	86.5	113.7	97.2	100.4
Michigan	167.2	186.6	169.6	192.9	194.6	185.7	151.2	151.2
Minnesota	73.9	96.8	89.4	87.2	128.8	78.2	75.2	75.9
Mississippi	35.5	34.2	34.2	37.2	35.5	36.6	34.7	30.8
Missouri	85.8	88.4	88.4	100.0	96.5	90.4	81.3	83.3
Montana	11.1	11.9	11.6	12.2	10.7	12.4	10.5	12.6
Nebraska	24.5	25.5	23.3	26.4	31.0	26.5	20.3	20.3
Nevada	10.0	11.0	12.2	10.2	9.3	13.0	13.9	11.7
New Hampshire	19.3	20.3	19.2	24.6	23.0	13.4	20.4	22.5
New Jersey	148.8	159.6	157.3	165.1	163.1	169.4	160.5	130.0
New Mexico	19.8	19.5	20.0	22.7	21.0	21.3	19.9	17.1
New York	190.7	216.8	223.9	236.8	242.8	240.9	214.4	195.4
North Carolina	123.3	139.2	140.6	152.4	140.7	149.9	140.4	130.9
North Dakota	8.9	9.5	11.2	12.1	15.9	10.0	10.0	11.1
Ohio	162.5	179.9	180.9	205.0	189.6	189.6	166.4	174.1
Oklahoma	46.8	49.4	44.6	47.6	41.5	43.0	46.1	46.8
Oregon	39.3	45.0	48.5	54.1	48.7	45.4	47.4	50.0
Pennsylvania	210.8	258.3	259.5	304.5	267.8	229.8	286.8	275.7
Rhode Island	13.2	13.5	13.4	15.0	12.2	14.0	14.2	12.6
South Carolina	52.6	58.0	60.9	67.2	51.3	68.3	64.0	58.4
South Dakota	11.3	13.2	13.0	12.7	13.7	13.3	12.6	12.8
Tennessee	99.2	112.0	111.2	126.2	109.9	118.7	112.3	103.6
Texas	203.8	198.9	224.3	244.1	201.0	226.5	234.9	237.8
Utah	15.5	14.6	14.6	15.4	17.9	13.7	13.7	14.0
Vermont	9.9	12.4	13.6	14.6	12.8	15.9	13.1	11.9
Virginia	107.2	130.4	113.0	125.4	118.0	118.0	110.3	107.4
Washington	43.8	50.6	43.6	60.1	45.4	41.9	53.2	39.3
West Virginia	37.7	39.7	36.6	38.1	47.0	40.9	37.8	31.0
Wisconsin	65.5	76.9	73.3	82.5	83.1	76.1	59.8	71.4
Wyoming	6.5	6.1	6.0	6.6	6.7	6.6	4.8	6.1

* Provided by the California Association of REALTORS®

p Preliminary

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*
(Not Seasonally Adjusted in Thousands of Dollars)

	Years			Quarters				
Metropolitan Area	1985	1986	1987^p	1986	1987			
				IV	I	II	III	IV^p
Akron	$ 52.7	$ 56.2	$57.1	$ 56.7	$ 54.7	$ 56.9	$57.8	$58.1
Albany/Schenectady/Troy	60.3	72.7	86.4	76.3	80.1	86.5	88.6	90.2
Albuquerque	76.8	81.6	82.6	82.0	83.1	82.5	84.4	79.7
Orange County (Anaheim/Santa Ana MSA**)	136.2	147.7	166.9	152.4	156.1	167.3	167.7	174.5
Baltimore	72.6	74.0	80.6	74.3	81.0	76.8	81.9	84.4
Baton Rouge	74.6	70.9	67.8	68.5	68.3	68.1	69.2	65.4
Birmingham	64.5	68.3	71.5	66.7	67.5	72.7	71.6	73.8
Boston	134.2	159.2	176.8	167.8	170.0	175.8	181.6	178.6
Buffalo/Niagara Falls	46.7	52.4	56.5	53.5	55.6	56.5	55.9	57.6
Chicago	81.1	86.1	90.8	85.8	85.7	90.9	91.2	91.5
Cincinnati	60.2	n/a	66.0	n/a	63.8	65.9	68.8	68.2
Cleveland	64.4	66.9	68.4	65.1	n/a	n/a	68.5	67.4
Columbus	62.2	65.5	68.6	64.0	66.9	67.2	72.7	69.3
Dallas/Ft. Worth	87.7	92.8	89.1	89.8	91.2	90.0	89.3	85.6
Denver	84.3	86.4	88.9	85.8	89.9	88.2	91.0	86.4
Des Moines	52.5	55.9	55.6	55.0	55.9	56.8	56.2	52.0
Detroit	51.7	58.1	65.5	60.1	64.3	66.2	65.9	65.7
El Paso	57.6	59.0	59.2	58.5	58.0	58.0	62.6	58.5
Ft. Lauderdale/Hollywood/Pompano Beach	74.6	77.7	79.5	77.7	76.6	79.7	80.8	80.2
Grand Rapids	46.7	50.4	53.5	49.7	51.7	53.4	54.0	53.1
Hartford	99.6	129.0	157.4	134.6	136.6	157.0	165.4	163.8
Houston	78.6	69.9	65.8	67.6	64.7	67.4	67.3	62.7
Indianapolis	55.0	59.0	62.5	57.5	61.6	63.8	62.8	60.6
Jacksonville	58.4	62.8	66.1	62.7	62.7	65.8	66.3	65.2
Kansas City	61.4	65.4	70.8	65.1	72.9	71.1	69.2	68.2
Las Vegas	75.1	77.5	77.0	78.5	76.1	77.9	76.7	76.7
Los Angeles Area**	n/a	128.8	139.5	130.2	130.1	139.6	145.4	145.2
Louisville	50.6	51.7	51.7	51.9	52.1	53.4	53.3	53.4
Memphis	64.6	70.6	74.7	69.9	70.6	76.9	75.2	75.5
Miami/Hialeah	80.5	81.1	82.1	79.1	74.7	84.4	83.5	80.3
Milwaukee	67.5	69.9	69.6	69.2	67.8	71.7	70.9	70.2
Minneapolis/St. Paul	75.2	77.9	80.5	77.4	80.4	80.2	80.9	80.8
Nashville/Davidson	66.1	70.8	75.5	71.7	73.4	75.6	75.7	75.5
New York/Northern New Jersey/Long Island	134.0	160.6	178.5	167.6	169.4	183.0	183.0	180.8
Oklahoma City	64.7	63.0	62.2	62.9	62.4	65.2	61.4	59.4
Omaha	58.3	58.8	59.0	58.8	57.8	60.0	59.7	57.1
Orlando	70.3	72.5	76.2	72.1	73.6	76.4	72.9	78.6
Philadelphia	70.8	74.5	80.7	77.1	79.8	84.4	84.4	75.7
Phoenix	74.7	78.4	80.9	77.9	78.4	81.4	82.7	80.3
Portland	61.5	62.6	64.2	62.5	62.7	64.3	64.0	62.4
Providence	67.5	87.6	121.2	96.4	101.3	109.8	126.6	127.4
Rochester	64.2	68.3	72.2	69.1	69.5	72.3	74.1	72.6
St. Louis	65.7	70.9	74.2	71.9	71.9	74.7	75.7	73.2
Salt Lake City/Ogden	66.7	68.5	69.1	69.0	68.1	69.5	71.1	67.8
San Antonio	67.7	69.2	70.0	70.2	67.6	72.6	72.1	67.1
San Diego**	106.4	118.2	128.8	118.8	121.1	127.1	131.7	131.8
San Francisco Bay Area	n/a	n/a	171.4	164.8	n/a	n/a	175.9	176.0
Syracuse	58.8	64.3	68.9	66.4	65.2	68.1	71.3	69.9
Tampa/St. Petersburg/Clearwater	58.4	61.1	63.7	62.4	59.8	64.9	65.0	63.3
Toledo, OH	51.9	56.0	56.4	53.2	53.4	58.2	56.9	52.9
Tulsa	66.7	65.5	65.7	63.4	64.1	67.4	66.7	63.0
Washington, D.C.	97.1	101.2	108.5	102.0	107.7	115.0	108.4	122.4
West Palm Beach/Boca Raton/Delray Beach	88.3	92.6	101.7	90.9	96.9	104.3	99.0	103.2

n/a Not Available

*All areas are metropolitan statistical areas (MSA) as defined by the U.S. Office of Management and Budget. They include the named central city and surrounding suburban areas. **Provided by the California Association of REALTORS®

p Preliminary

NEW HOME MARKET

-NEW PRIVATELY OWNED HOUSING UNITS STARTED
(Thousands of units)

Year		Total	In structures with— 1 unit	2 to 4 units	5 units or more	Regions Northeast	Midwest	South	West
1982		1,062	663	80	320	117	149	591	205
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
1987[r]		1,621	1,147	65	409	269	298	634	420
					Seasonally Adjusted Annual Rates				
1987[r]	Jan	1,804	1,245	79	480	342	426	587	449
	Feb	1,809	1,285	74	450	288	360	670	491
	Mar	1,723	1,206	85	432	292	348	615	468
	Apr	1,635	1,201	66	368	270	300	664	401
	May	1,599	1,125	65	409	296	302	624	377
	Jun	1,583	1,086	85	412	254	285	608	436
	Jul	1,594	1,142	59	393	278	253	635	428
	Aug	1,583	1,109	58	416	249	274	639	421
	Sep	1,679	1,211	49	419	255	309	695	420
	Oct	1,538	1,105	67	366	254	251	622	411
	Nov	1,661	1,129	51	481	269	313	648	431
	Dec	1,404	1,041	49	314	228	285	566	325
1988	Jan[p]	1,377	1,011	51	315	291	223	469	394

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce

NEW ONE-FAMILY HOUSES SOLD
(Thousands of houses sold during period)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1982		412	47	48	219	99					
1983		623	76	71	323	152					
1984		639	94	76	309	160					
1985		688	112	82	323	170					
1986		750	136	96	321	196					
1987[r]		672	117	97	271	187					
				Seasonally Adjusted Annual Rates					Not Seasonally Adjusted		
1987[r]	Jan	719	147	96	298	179	53	10	5	23	15
	Feb	738	125	135	291	187	59	9	9	25	17
	Mar	720	122	104	294	200	73	11	11	30	21
	Apr	728	113	113	302	200	72	10	12	29	20
	May	649	110	86	272	181	62	11	9	25	17
	Jun	640	97	97	268	178	58	9	9	24	15
	Jul	672	117	94	269	191	55	10	8	22	15
	Aug	673	112	87	277	197	56	9	8	22	16
	Sep	644	116	77	271	181	52	10	6	22	13
	Oct	653	115	98	245	195	52	10	8	19	19
	Nov	631	157	91	204	179	44	12	6	14	12
	Dec	588	74	102	234	178	38	5	6	16	11
1988	Jan[p]	535	91	88	177	179	39	6	5	14	15

Components may not agree with totals due to rounding

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS
MONTHS OF JANUARY
(Percentage Distribution)

Price Class	Jan 1984	Jan 1985	Jan 1986	Jan 1987	Jan 1988^p
Under $60,000	21	19	16	9	7
$60,000 to $79,999	33	28	27	22	17
$80,000 to $99,999	20	21	21	20	16
$100,000 to $119,999	7	9	12	11	10
$120,000 to $149,999	9	11	9	14	18
$150,000 and over	10	13	15	23	33
Median Sales Price	$76,200	$82,500	$86,600	$98,500	$120,000

Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS
FOURTH QUARTER 1987^p
(Percentage Distribution)

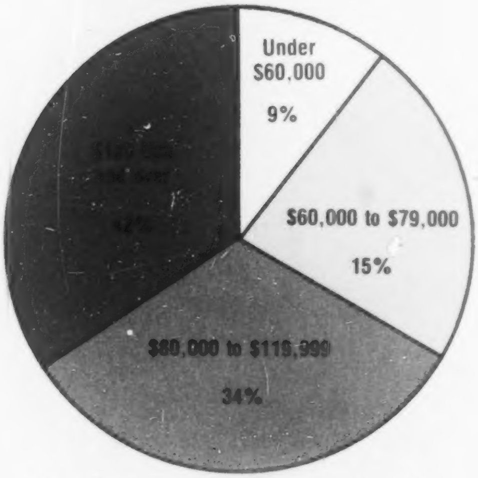
Price Class	United States	Northeast	Midwest	South	West
Under $60,000	9	**	19	11	6
$60,000 to $79,999	15	**	14	23	13
$80,000 to $99,999	20	25	29	36	36
$100,000 to $119,999	13				
$120,000 to $149,999	15	75	39	30	46
$150,000 and over	28				
Median Sales Price	$110,000	$140,000	$98,000	$88,500	$115,000

** Insufficient Sample Size

p Preliminary

Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS
FOURTH QUARTER 1987^p
(Percentage Distribution)



Source: Census Bureau, U.S. Department of Commerce
p Preliminary

REALTOR®

NATIONAL ASSOCIATION OF REALTORS®
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777 14th Street, N.W.
Washington, D.C. 20005

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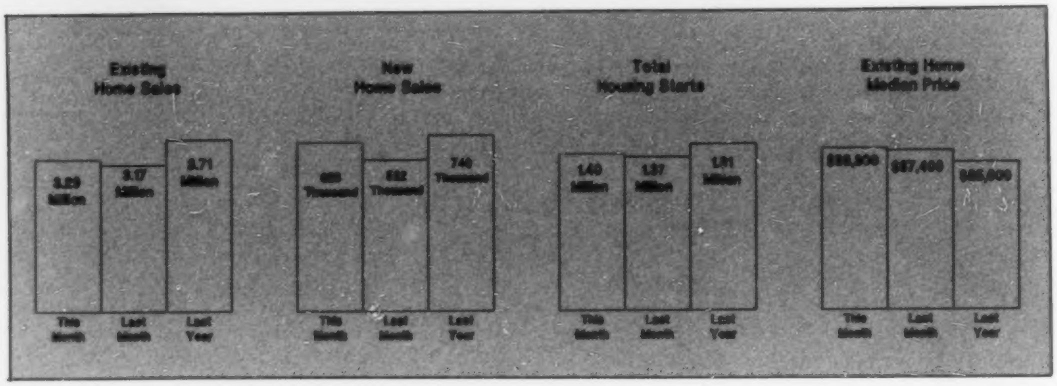
Vol. 2, No. 3 March 1988

Home Sales

Existing and New Single-Family, Apartment Condos and Co-ops

HOME SALES SUMMARY



HIGHLIGHTS

- Home sales perked up in response to lower interest rates and improved economic news. Existing home sales were up 3.8 percent, while new home sales jumped 20.3 percent from their January levels.
- The supply of existing homes available for sale increased nearly 13.6 percent from January while the inventory of new houses decreased marginally. The months' supply of existing homes for sale rose to 9.5 months while the months' supply of new homes slipped to 7.1.
- Housing starts rebounded 8.9 percent to an annualized rate of 1,494,000 units after reaching a 12-month low in January.
- Existing home prices moved back up to their all-time high of $88,300 reached in July, 1987. New home prices backed off to $110,800 after reaching an all-time high of $118,000 in January.
- Housing was made slightly less affordable because of an increase in the median price of an existing single-family home. The housing affordability index was marginally lower at 113.0.

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SURVEY DESCRIPTION

Publication

1. "Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage

2. Each month the REALTORS®' Economics and Research Division receives data on existing single-family home sales from over 400 Boards of REALTORS® and multiple listing systems. In 1985 data on over 1,590,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	14	South	35
Midwest	28	West	23

Sales Volume

6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium/co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a _standard home_. Prices are influenced by changes in cost _and_ changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are _not seasonally adjusted_.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation—the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium cooperative sales and state home sales are based on a quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

EQUAL HOUSING OPPORTUNITY

THE NATIONAL ASSOCIATION OF REALTORS® is pledged to the letter and spirit of U.S. policy for the achievement of equal housing opportunity throughout the nation. The Association encourages and supports an affirmative advertising and marketing program in which there are no barriers to obtaining housing because of race, color, religion, sex, or national origin.

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Choosing Between Pole Vault and Hurdles

"Maintaining a high percentage of individual homeowners is one of the searching tests that now challenge the people of the United States. Homeownership is both the foundation of a sound economic and social system and a guarantee that our society will continue to develop rationally as changing conditions demand." This quotation succinctly expresses conditions of homeownership as they exist in 1988. However, the statement was made by President Herbert Hoover in 1931.

Homeownership is a cherished goal of Americans in all walks of life, a conerstone of the good life. In a recent survey commissioned by the NATIONAL ASSOCIATION OF REALTORS®, a cross section of Americans indicated that of all possible components of the good life, none was more important than owning a home. Significantly, renters still hold this goal dear. Over three-quarters of all renters would like to own, and most of those would "very much" like to own their home.

Despite this strong desire, homeownership has been suffering during this decade. After at least forty years of increasing homeownership rates, the last eight years have seen the only sustained decline in the proportion of American households that own their homes since the Great Depression. Granted, the year-to-year declines have been modest, but the sustained nature of the decline leaves little doubt that it is real -- and disturbing.

It's easy to understand why homeownership declined in the early 80's. Home prices had skyrocketed in the late 70's, then the economy went into recession with mortgage interest rates soaring to record levels. Many Americans were truly forced to forgo a planned move for financial reasons. A typical American family's income in 1982 was less than 70 percent of what would have been required to carry an 80 percent mortgage on a median price home. By 1987 things had settled down somewhat. The rises in home prices were generally more modest and interest rates were back in single digits. The typical family now had 15 percent more income than the *minimum* required to carry an 80 percent mortgage on a median-price home. Nevertheless the homeownership rate provided only marginal evidence of reversing this downward trend of the 1980s.

How can these facts be reconciled? Housing is more affordable, people still want to own, but the homeownership rate stubbonly refuses to go back up. What are the explanations?

Part of the explanation is demographic. The baby boom's collective decisions to postpone marriage and families, coupled with the larger proportion of households which are young (when neither lifestyle nor income generally favor homeownership) tells part of the story. However, homeownership rates have fallen most sharply for young households and single-parent families.

The other explanation is economic. Renters indicate that the primary reason they rent rather than own is the inability to accumulate a downpayment. In fact, our homeownership survey indicated that roughly three out of four renters would own if they had the requisite downpayment. Moreover, the downpayment barrier is even more pervasive for younger renters, because of their higher expenses and lower incomes. Since the Housing Affordability Index is constructed assuming the presence of a 20 percent downpayment the dissonance of the two facts makes sense. Carrying costs are the stamina to run the hurdles race. The downpayment is the first gigantic hurdle.

The magnitude of the downpayment crunch can easily be measured. Using this month's median home price and the affordability index assumptions implies a downpayment of $17,660. Under any circumstances this is a lot of money, but when you realize that the average liquid assets of renters are just $7,533 -- over $10,000 less -- the problem is magnified. Unfortunately, statistics on the median liquid assets of renters have not been compiled by the government, but approximately $1,300 looks like a good estimate. Moreover, analysis of household budgets optimistically indicates an ability to save 5.9 percent of income annually (less than $1000). Even on a starter home the cash at settlement looks like a pole vault without a pole for most renters.

While the typical downpayment made on the purchase of an existing home is 20-25 percent, first-time homebuyers are clearly forced to minimize their cash outlay. Even the minimum five percent down required by all mortgage programs except VA still requires a downpayment of $3,800 plus closing costs on the typical home purchased by first-time buyers (85 percent of median price). While the pole vault may be reduced to a high hurdle, the income of the first-time buyer may prove the runner still unable to save the downpayment or to have enough income to carry the larger mortgage and finish the race.

Glenn E. Crellin
Division Vice President
Economics and Research Division

HOME SALES – FEBRUARY 1988

Existing and new home sales activity increased in response to lower interest rates and more positive economic news which drew many potential homebuyers back into the market after spending three months on the sidelines. Existing home sales rebounded 3.8 percent to a seasonally adjusted annual rate of 3.29 million units while new home sales bounced back 20.3 percent from January to a seasonally adjusted annual rate of 628,000 units.

Regionally, performances varied, with two regions reporting increases and two registering declines. Sales in the Northeast increased 8.2 percent to a seasonally adjusted annual rate of 660,000 units while activity in the South posted a 12.8 percent gain to a 1.23 million pace. On the other hand, sales in the Midwest fell 5.4 percent to an 870,000 rate while activity in the West slid 1.9 percent to a level of 520,000 units.

Three of the four regions posted sharp month-to-month rebounds in new home sales volume. In fact, double digit increases prevailed in the Northeast, Midwest, and South with sales in the South up the most – 42.9 percent to a five-month high of 263,000 units on a seasonally adjusted annual rate basis. Activity also took a big leap in the Northeast, up 29.3 percent to a 106,000 unit clip while the Midwest rose 18.2 percent to 104,000 units – the highest level since March 1987. By contrast, the West slipped 7.1 percent to a 12 month low of 156,000 units.

Inventory Available For Sale

The inventory of existing and new homes available for sale moved in opposite directions with the supply of existing homes increasing by 310,000 units to a total of 2,590,000. This is about even with the number of existing homes on the market a year ago (2,570,000) but a slightly greater supply when compared to the sales-to-inventory ratio of last month and the same month a year ago.The inventory of new homes on the market declined a modest 4,000 units to 365,000 from January.

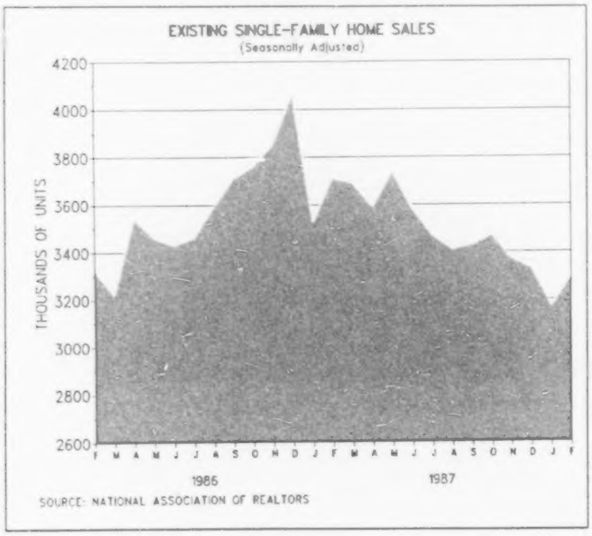
When viewed in terms of months' supply of homes on the market the supply of existing homes available for sale increased to 9.5 months while the supply of new homes tightened to 7.1 months reflecting the spurt in sales activity last month.

Housing Construction

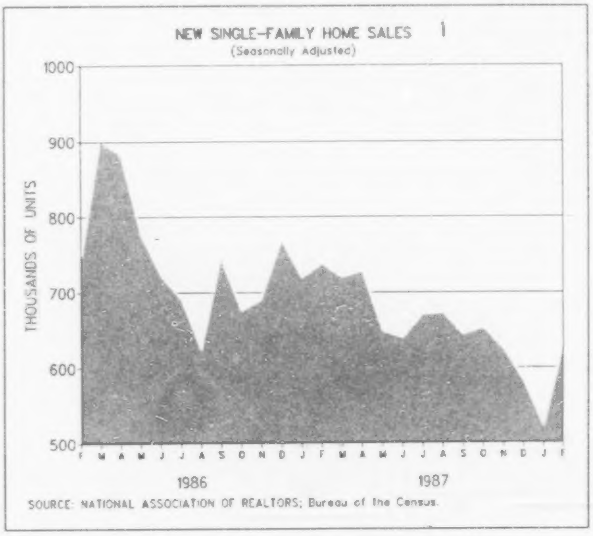
Housing starts increased a relatively healthy 8.9 percent in February after reaching a 12-month low in January. Lower interest rates teamed up with a rosier consumer outlook to put some life into this floundering measurement of new home market activity.

New privately owned housing starts jumped by 122,000 units to a seasonally adjusted annual rate of 1,494,000 units. This increase was evenly spread across the various types of structures with single-family units gaining 9.3 percent to a 1,095,000 unit rate and starts for buildings with two-to-four and five units or more each registering a 7.8 percent gain in activity. These favorable reports for new units started, however,should not give way to unbridled rejoicing for they are still 17.4 percent below the level of a year ago.

When viewed on a regional basis, as in the case of new home sales, housing starts increased in all regions but the West. The South, as in the case of new home sales, posted by far the strongest month-to-month gain – 25.6 percent to a 579,000 unit annualized rate. The next strongest performers were the Midwest and the Northeast, up 13.8 percent to 255,000 units and 2.7 percent to 304,000 units, respectively. By contrast, starts in the West fell 9.0 percent to a 356,000 unit rate.


EXISTING SINGLE-FAMILY HOME SALES
(Seasonally Adjusted)

SOURCE: NATIONAL ASSOCIATION OF REALTORS


NEW SINGLE-FAMILY HOME SALES
(Seasonally Adjusted)

SOURCE: NATIONAL ASSOCIATION OF REALTORS; Bureau of the Census.

Home Sale Prices

Existing and new home prices moved in opposite directions in February. After drifting down to a seasonal low in October, existing home prices have climbed back up to match the all-time high of $88,300 reached in July 1987. This represents a 3.2 percent increase from February of last year. New home prices dropped a steep 15.3 percent to $110,800 after reaching an all-time high of $118,800 in January.

Regional comparisons show year-to-year price increases which vary widely. The Northeast continued to lead the pack with a gain of 11.9 percent to $140,800. The Midwest registered the smallest annual gain, a marginal $100 increase to $67,300. The South and the West posted moderate gains of 3.4 percent to $85,300 and 2.6 percent to $113,800, respectively.

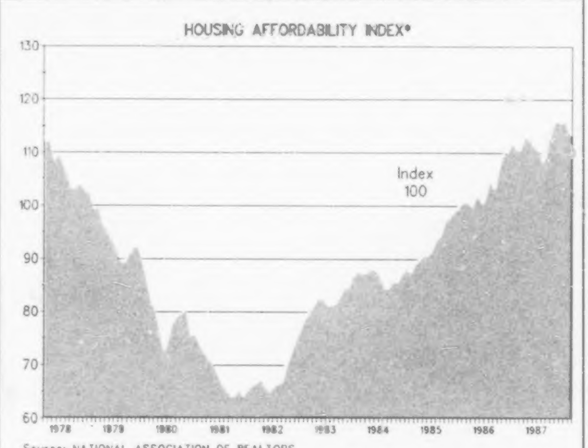
Resale Housing Affordability

A decrease in mortgage interest rates was offset by the increase in the median price of an existing single-family home to nudge the Housing Affordability Index slightly lower to 113.0. At this index level a family earning the median family income of $31,384 had 113.0 percent of the income required to marginally qualify for a conventional loan covering 80 percent of the median existing home price of $88,300.

It is instructive to note that the spread between the fixed-rate index and the adjustable-rate index narrowed further in February. It now stands at 16.5 points, 3.1 points below the high of 19.6 reached in October. The closing of the differential between the two indexes with the fixed-rate index stabilizing points to a relative improvement in the affordability of fixed-rate mortgages and raises the question of whether the recent popularity of the ARM might be yielding to fixed-rate mortgages.

Condominium/Cooperative Resales

Since the apartment condominium/cooperative market is much smaller than either resale single-family homes or even newly built single-family structures, the data is tallied quarterly, with the most recent data coming for the closing months of 1987. Apartment condominium/cooperative sales declined nationally in the fourth quarter of 1987. Comparison with the third quarter of 1987 reveal a decrease of 30,000 units to a seasonally adjusted rate of 340,000 units, 8.1 percent below the prior quarter.



Source: NATIONAL ASSOCIATION OF REALTORS

* Index = 100 when median family income equals qualifying income.

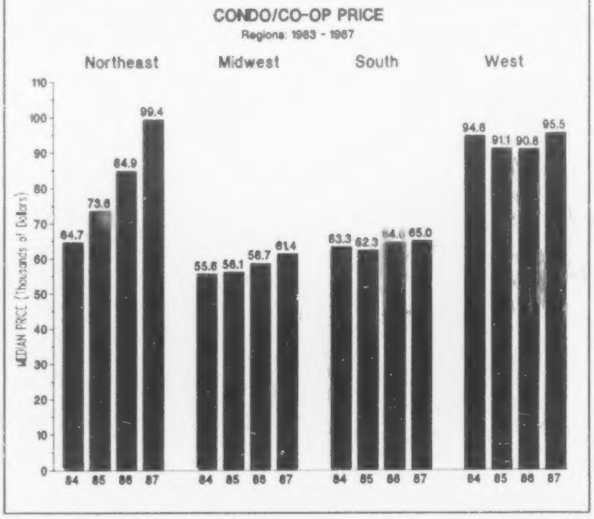
When viewing condo/co-op sales on a regional basis it is clear that the Northeast was the principle culprit behind the decline of the national statistic. Sales in the Northeast dropped 32,000 units to an annualized rate of 169,000 transactions, 15.9 percent below the third quarter pace and large enough alone to offset the combined gains of the other three regions. Further downside weight was applied by the Midwest which saw a 9,000 unit decrease to an annualized rate of 57,000 units, 13.6 percent below the third quarter. On the other hand the South posted a 8,000 unit gain to a seasonally adjusted rate of 81,000 transactions, up 11.0 percent, and the West reported a 33,000 unit gain, 6.5 percent above the previous quarter.

In the fourth quarter the national median price of apartment condos and co-ops registered a modest quarter-to-quarter decrease of $2,000 to $78,300. However, this price was still 3.6 percent above the same quarter of a year ago.

This decrease would have been larger had it not been for a fairly strong gain in the median price in the Northeast region where the median price rose 8.8 percent to $108,800. By contrast, the other three regions all reported decreases lead by the Midwest which posted a sharp drop of 10.8 percent to $58,700. The South also registered a fairly large decline of 6.0 percent to $59,100 while the decrease in the West was a modest 2.2 percent to $99,300.

State Home Resales

Nationwide existing single-family home sales including apartment condominiums and cooperatives



decreased slightly from the third quarter. Total volume for the United States decreased 80,000 units to a 3,730,000 seasonally adjusted annual rate, 2.1 percent below the previous quarter.

When viewed on a regional basis, quarter-to-quarter comparisons show that sales activity decreased in 30 states with 22 states and the District of Columbia being off 0.1 to 9.9 percent and seven dropping ten percent or more. On the other hand 17 percent were up 0.1 to 9.9 percent and only four gained ten percent or more.

The five states that were down the most were: Washington (-20.1 percent), Iowa (-16.9 percent), New Mexico (-14.1 percent), West Virginia (-11.2 percent), and Wisconsin (-11.2 percent). The five states that showed the greatest gain were: Wyoming (20.4 percent), Kentucky (15.3 percent), Idaho (13.5 percent), Montana (9.3 percent), and New Hampshire (6.7 percent).

Metropolitan Home Prices

While regional comparisons of home prices are useful, they are only broad measurements of price activity, and it is instructive to take a look at the actual prices for some of the metropolitan areas within their respective regions to get a more accurate understanding of the existing range of prices. For example, with the national median at $88,300, the Northeast region, with a median price of $140,800, is often regarded as "the" high priced region. Yet, there are a number of areas within the region where prices are relatively moderate, and indeed below the national median. Specific examples are: Buffalo/Niagara Falls at $59,200 and Syracuse at $70,000. On the other end of the scale are the higher priced areas which include New York/Northern New Jersey/Long Island at $185,000 and Boston at $177,500.

Similar examples can be found in the other three regions. The next highest priced region is the West, posting a median of $133,800, where the two most costly areas are Orange County(Anaheim/Santa Ana MSA) at $174,500; and San Francisco at $176,000. The three lowest in the West are Portland at $66,300; Salt Lake City/Ogden at $67,900; and Las Vegas at $76,700.

The South is much lower priced than the West with a median of $85,300. The two most costly areas are Washington, DC at $121,500 and West Palm Beach/Boca Raton/Delray Beach at $102,400 while the two lowest are Louisville at $51,500 and El Paso at $58,600.

Prices are lowest in the Midwest region – a median price of $67,300. The two highest areas in the Midwest are Chicago ($91,500) and Minneapolis ($80,600).The two lowest are Des Moines ($52,100) and Toledo ($54,700).

STATE HOME RESALES
(Change from 3rd Quarter 1987)

Down 10% or More
- Georgia
- Iowa
- New Jersey
- New Mexico
- New York
- Washington
- West Virginia

Down 0.1 – 9.9%
- Alaska
- Arizona
- Arkansas
- Colorado
- Connecticut
- Delaware
- District of Columbia
- Hawaii
- Illinois
- Indiana
- Maine
- Massachusetts
- Mississippi
- Nevada
- North Carolina
- Oklahoma
- Pennsylvania
- Rhode Island
- South Carolina
- Tennessee
- Texas
- Utah
- Vermont

Up 0.1 – 9.9%
- Alabama
- California
- Florida
- Kansas
- Louisiana
- Maryland
- Michigan
- Minnisota
- Missouri
- Montana
- Nebraska
- New Hampshire
- North Dakota
- Ohio
- Oregon
- South Dakota
- Virginia

Up 10% or More
- Idaho
- Kentucky
- Wisconsin
- Wyoming

METROPOLITAN HOME SALES PRICE
(Change from 4th Quarter 1986)

Down
- Albuquerque
- Baton Rouge
- Dallas/Ft. Worth
- Des Moines
- Houston
- Las Vegas
- Louisville
- Oklahoma City
- Omaha
- Philadelphia
- Salt Lake City/Ogden
- San Antonio
- Tulsa

Up 0.1 - 4.9%
- Akron
- Cleveland
- Denver
- El Paso
- Ft. Lauderdale/Hollywood/Pompano Beach
- Jacksonville
- Miami/Haileah
- Milwaukee
- Minneapolis/St. Paul
- Phoenix
- St. Louis
- Tampa/St. Petersburg/Clearwater

Up 5.0 - 9.9%
- Boston
- Chicago
- Columbus
- Detroit
- Indianapolis
- Kansas City
- Memphis
- Nashville/Davidson
- Orlando
- Portland
- Rochester
- San Francisco Bay Area
- Syracuse

Up 10% or More
- Albany/Schenectady/Troy
- Orange County(Anahiem/Santa Ana MSA)
- Baltimore
- Birmingham
- Buffalo/Niagara Falls
- Grand Rapids
- Hartford
- Los Angeles Area
- New York/Northern New Jersey/Long Island
- Providence
- San Diego
- Washington, DC
- West Palm Beach/Boca Raton/Delray Beach

UNITED STATES SUMMARY

Year		Single-Family Home Sale (Seasonally Adjusted Annual Rates) Existing	New	Number of Homes Available for Sale (End of Period) Existing	New	Months' Supply of Homes on the Market Existing	New	Median Sales Price of Single-Family Homes Existing	New
1982		1,990,000	412,000	1,910,000	255,000	*	*	$67,800	$ 69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	750,000	1,970,000	361,000	*	*	80,300	92,000
1987^{r}		3,526,000	671,000	2,160,000	370,000	*	*	85,600	104,000
1987	Feb	3,710,000	738,000	2,570,000	358,000	8.3	6.1	$85,600	$ 95,200
	Mar	3,690,000	720,000	2,620,000	358,000	8.5	6.0	85,200	98,400
	Apr	3,590,000	728,000	2,620,000	359,000	8.8	5.8	86,000	96,500
	May	3,740,000	649,000	2,520,000	356,000	8.1	6.8	86,000	104,900
	Jun	3,580,000	640,000	2,390,000	359,000	8.0	6.9	85,900	109,000
	Jul	3,470,000	672,000	2,330,000	359,000	8.1	6.6	86,300	105,000
	Aug	3,410,000	673,000	2,400,000	361,000	8.4	6.6	86,500	106,800
	Sep	3,430,000	644,000	2,370,000	361,000	8.3	6.9	85,500	106,500
	Oct	3,470,000	653,000	2,570,000	360,000	8.9	6.6	84,600	106,500
	Nov^{r}	3,370,000	625,000	2,490,000	362,000	8.9	7.1	85,000	117,000
	Dec^{r}	3,330,000	582,000	2,160,000	365,000	7.8	7.7	85,400	110,000
1988	Jan^{r}	3,170,000	522,000	2,280,000	369,000	8.6	8.7	$87,400	$118,000
	Feb^{p}	3,290,000	628,000	2,590,000	365,000	9.5	7.1	88,300	110,800

r Revised p Preliminary n/a not available * not applicable
Source: New home sales data from Census Bureau, U.S. Department of Commerce.

UNIT VOLUME

EXISTING SINGLE-FAMILY HOME SALES

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		1,990,000	354,000	490,000	780,000	366,000					
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
1987		3,526,000	685,000	959,000	1,282,000	600,000					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Feb	3,710,000	720,000	1,100,000	1,290,000	600,000	241,000	41,000	78,000	84,000	38,000
	Mar	3,690,000	720,000	1,080,000	1,300,000	590,000	327,000	57,000	102,000	115,000	52,000
	Apr	3,590,000	680,000	1,030,000	1,280,000	610,000	331,000	59,000	103,000	118,000	51,000
	May	3,740,000	730,000	1,000,000	1,380,000	630,000	346,000	67,000	95,000	126,000	57,000
	Jun	3,580,000	700,000	930,000	1,300,000	650,000	361,000	72,000	97,000	123,000	69,000
	Jul	3,470,000	690,000	900,000	1,250,000	630,000	333,000	69,000	88,000	119,000	56,000
	Aug	3,410,000	670,000	860,000	1,290,000	590,000	317,000	68,000	81,000	113,000	54,000
	Sep	3,430,000	670,000	890,000	1,290,000	580,000	296,000	63,000	75,000	105,000	53,000
	Oct	3,470,000	660,000	910,000	1,280,000	600,000	301,000	65,000	73,000	108,000	54,000
	Nov	3,370,000	640,000	890,000	1,260,000	560,000	241,000	43,000	55,000	102,000	40,000
	Dec	3,330,000	640,000	880,000	1,240,000	570,000	220,000	39,000	56,000	86,000	40,000
1988	Jan^{r}	3,170,000	610,000	920,000	1,090,000	530,000	191,000	37,000	48,000	73,000	31,000
	Feb^{p}	3,290,000	660,000	870,000	1,230,000	520,000	220,000	40,000	64,000	83,000	34,000

Components may not agree with totals due to rounding.
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DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES
(Billions of Dollars)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1982		$160.2	$ 26.7	$ 29.7	$ 61.4	$41.8					
1983		225.9	42.1	44.6	84.4	53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
1987		374.8	100.6	72.4	123.5	79.9					
				Seasonally Adjusted Annual Rates					Not Seasonally Adjusted		
1987	Feb	$387.7	$ 99.2	$83.2	$126.6	$78.7	$25.3	$5.7	$5.9	$8.2	$5.0
	Mar	383.3	103.0	84.0	122.2	74.6	34.0	8.1	7.9	10.8	6.6
	Apr	381.1	98.9	77.6	124.7	79.9	35.2	8.6	7.8	11.5	6.7
	May	404.7	108.6	76.8	135.2	84.1	37.2	9.9	7.3	12.4	7.6
	Jun	387.8	105.8	69.2	125.1	87.7	38.6	10.9	7.3	11.8	9.3
	Jul	386.4	109.1	67.9	123.3	86.1	36.6	11.0	6.6	11.7	7.7
	Aug	368.5	99.9	65.3	123.1	80.2	33.9	10.1	6.2	10.8	7.3
	Sep	368.8	98.7	68.1	123.8	78.2	31.6	9.3	5.7	10.1	7.1
	Oct	373.6	100.1	67.1	124.0	82.4	31.9	9.7	5.4	10.4	7.4
	Nov	360.3	96.2	66.3	121.4	76.4	25.9	6.3	4.1	9.8	5.4
	Dec	358.3	5.0	67.0	118.3	78.0	23.5	5.8	4.3	8.1	5.5
1988	Jan^{r}	$344.8	$89.7	$72.5	$108.0	$72.7	$20.8	$5.4	$3.7	$7.2	$4.2
	Feb^{p}	361.9	100.6	66.8	127.2	69.6	24.2	6.0	5.0	8.6	4.5

Components may not agree with totals due to rounding.
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SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
				Median					Average(Mean)		
1982		$67,800	$ 63,500	$55,100	$67,100	$ 98,900	$ 80,500	$ 75,400	$60,700	$ 78,700	$114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1987^{r}		85,600	133,300	66,000	80,400	113,200	106,300	146,900	75,500	96,300	133,200
1987	Feb	$85,600	$125,800	$67,200	$82,500	$110,900	$105,000	$138,700	$75,600	$ 98,000	$130,500
	Mar	85,200	128,900	68,300	81,200	105,900	104,000	142,200	77,600	94,000	126,900
	Apr	86,000	131,100	67,000	82,300	110,400	106,200	145,400	75,600	97,800	131,100
	May	86,000	134,000	66,500	81,800	110,700	107,500	148,400	76,800	98,200	132,800
	Jun	85,900	138,100	65,800	80,600	114,700	107,100	151,800	74,800	96,200	134,300
	Jul	88,300	145,800	66,000	81,000	118,500	109,800	158,700	75,500	98,300	137,700
	Aug	86,500	135,700	66,500	80,800	115,100	107,000	148,600	76,400	95,600	135,100
	Sep	85,500	133,000	66,100	79,500	116,100	106,900	146,900	76,500	96,300	134,700
	Oct	84,600	135,300	63,800	80,200	116,400	106,100	148,800	73,500	96,600	136,400
	Nov	85,000	134,500	64,400	79,200	115,400	106,600	146,700	74,800	96,200	135,800
	Dec	85,400	134,300	65,000	78,700	117,800	107,100	147,600	75,900	95,500	137,000
1988	Jan^{r}	$87,400	$131,500	$67,800	$80,700	$117,900	$108,700	$145,800	$78,800	$ 98,700	$137,100
	Feb^{p}	88,300	140,800	67,300	85,300	113,800	110,100	151,900	77,000	103,500	133,600

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SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS
(Percentage Distribution)

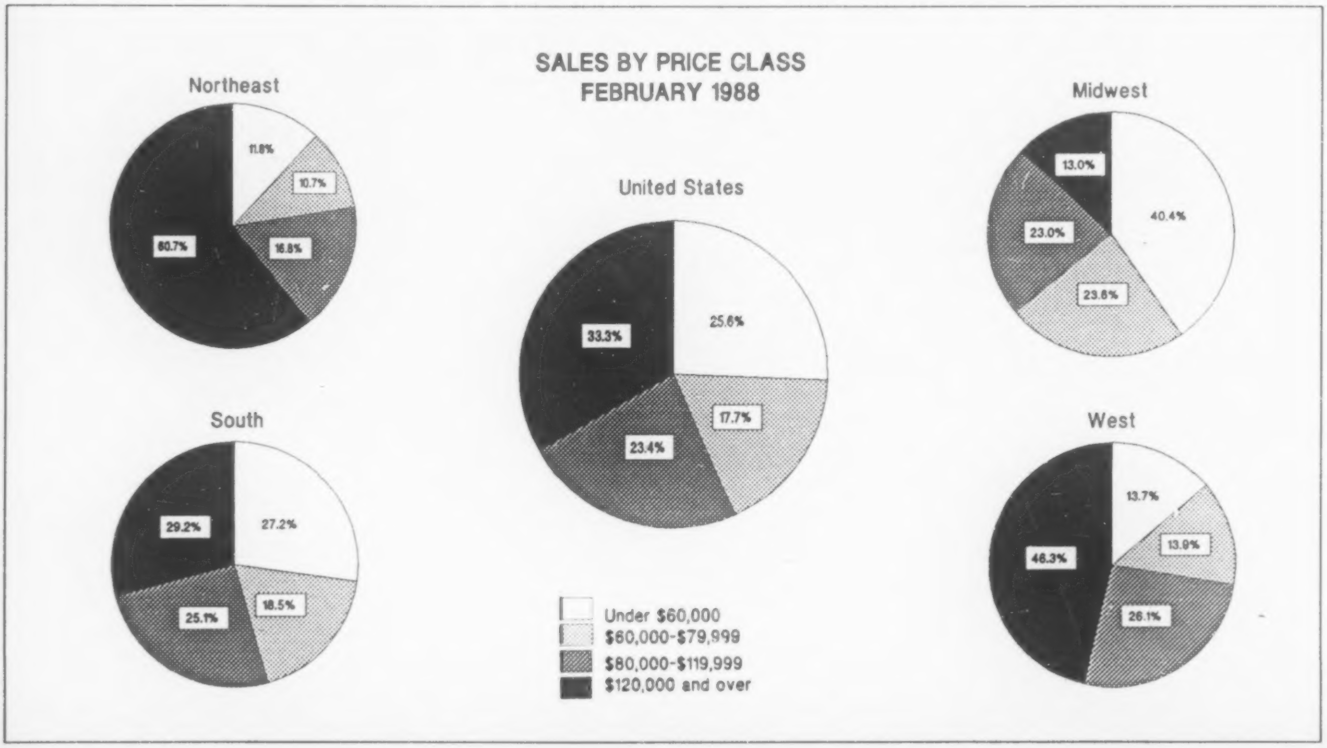
Price Class	Feb 1984	Feb 1985	Feb 1986	Feb 1987^r	Feb 1988^p
$ 19,999 or under	2.2	1.9	1.7	1.5	2.0
$ 20,000-$ 29,999	3.8	3.3	2.8	2.3	2.7
$ 30,000-$ 39,999	7.5	6.7	5.7	4.7	4.9
$ 40,000-$ 49,999	10.7	9.4	8.8	7.5	7.5
$ 50,000-$ 59,999	12.0	11.8	11.2	9.0	8.5
$ 60,000-$ 69,999	12.3	12.5	11.7	10.2	9.3
$ 70,000-$ 79,999	10.7	10.8	10.7	9.9	8.4
$ 80,000-$ 89,999	8.5	9.0	9.0	8.6	8.2
$ 90,000-$ 99,999	6.2	6.4	6.8	6.9	6.1
$100,000-$119,999	8.7	8.7	8.9	9.4	9.1
$120,000-$159,999	9.7	10.8	11.7	13.7	13.9
$160,000-$199,999	3.6	4.1	5.1	7.3	8.0
$200,000-$249,999	1.9	2.1	2.7	4.1	4.6
$250,000 and over	2.2	2.5	3.2	5.1	6.8
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$71,400	$74,000	$77,400	$85,600	$88,300

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS
FEBRUARY 1988^p
(Percentage Distribution)

Number of Bedrooms	United States	North-east	Midwest	South	West
2 Bedrooms or less	18.0	14.0	20.8	15.4	23.3
3 Bedrooms	54.1	48.4	53.8	56.4	48.6
4 Bedrooms or more	27.9	37.6	25.4	28.2	29.1
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary



SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS FEBRUARY 1988[p] (Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	2.0	1.1	3.8	1.7	0.8
$ 20,000 - $ 29,999	2.7	0.9	5.0	2.7	0.9
$ 30,000 - $ 39,999	4.9	1.7	8.0	5.7	1.8
$ 40,000 - $ 49,999	7.5	3.2	11.9	8.0	4.1
$ 50,000 - $ 59,999	8.5	4.8	11.7	9.1	6.1
$ 60,000 - $ 69,999	9.3	5.4	13.3	9.6	6.6
$ 70,000 - $ 79,999	8.4	5.3	10.3	8.9	7.3
$ 80,000 - $ 89,999	8.2	5.9	10.0	8.4	7.3
$ 90,000 - $ 99,999	6.1	3.8	6.0	6.7	6.9
$100,000 - $119,999	9.1	7.1	7.0	10.0	11.9
$120,000 - $159,999	13.9	19.9	7.4	13.8	18.5
$160,000 - $199,999	8.0	16.1	2.9	6.8	10.2
$200,000 - $249,999	4.6	10.4	1.4	3.5	6.3
$250,000 and over	6.8	14.3	1.3	5.1	11.3
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$88,300	$140,800	$67,300	$85,300	$113,800

p Preliminary

HOUSING AFFORDABILITY

Year	Median-Priced Existing Single-Family Home	Mortgage Rate*	Monthly P & I Payment	Payment as % Income	Median Family Income	Qualifying Income**	Affordability Indexes Composite	Affordability Indexes Fixed	Affordability Indexes ARM
1982	$67,800	15.38%	$702	35.9%	$23,433	$33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1987	85,600	9.28	565	21.8	31,100	27,101	114.8	108.0	123.0
1987									
Feb	$85,600	9.21%	$561	22.7%	$29,732	$26,946	110.3	107.6	117.2
Mar	85,200	9.09	553	22.2	29,868	26,537	112.6	110.3	120.1
Apr	86,000	9.09	558	22.3	30,005	26,786	112.0	110.1	119.8
May	86,000	9.27	567	22.6	30,142	27,216	110.8	108.0	118.9
Jun	85,900	9.38	572	22.7	30,279	27,448	110.3	104.6	120.9
Jul	88,300	9.41	589	23.3	30,416	28,289	107.5	99.4	116.7
Aug	86,500	9.40	577	22.7	30,553	27,688	110.3	102.1	119.3
Sep	85,500	9.25	563	22.0	30,689	27,010	113.6	104.2	122.2
Oct	84,600	9.22	555	21.6	30,827	26,655	115.7	104.4	124.0
Nov	85,000	9.25	559	21.7	30,963	26,852	115.3	103.8	122.4
Dec	85,400	9.20	560	21.6	31,100	26,860	115.8	104.6	121.4
1988									
Jan[r]	$87,400	9.24%	$575	22.1%	$31,242	$27,586	113.3	102.4	120.1
Feb[p]	88,300	9.20	$579	22.1	31,384	27,772	113.0	103.2	119.7

r Revised

p Preliminary

* Effective rate on loans closed on existing homes-Federal Home Loan Bank Board.

** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1987[r]		361,000	189,000	64,000	78,000	31,000
1986[r]	III	341,000	176,000	62,000	72,000	32,000
	IV	396,000	209,000	67,000	81,000	38,000
1987[r]	I	344,000	172,000	65,000	78,000	29,000
	II	374,000	197,000	65,000	79,000	33,000
	III	370,000	201,000	66,000	73,000	31,000
	IV	340,000	169,000	57,000	81,000	33,000

r revised

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Sales)

Year		United States	Northeast	Midwest	South	West
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1987[r]		3,887,000	874,000	1,023,000	1,360,000	630,000
1986[r]	III	3,930,000	870,000	1,050,000	1,370,000	650,000
	IV	4,250,000	960,000	1,100,000	1,470,000	720,000
1987[r]	I	3,980,000	880,000	1,140,000	1,350,000	620,000
	II	4,010,000	900,000	1,050,000	1,400,000	660,000
	III	3,810,000	880,000	950,000	1,350,000	630,000
	IV	3,730,000	840,000	950,000	1,340,000	610,000

r revised

MEDIAN SALES PRICE OF APARTMENT CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1983		$64,000	$61,300	$55,200	$62,000	$97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1987[r]		77,800	98,300	61,700	64,100	97,200
1986	III	$73,600	$85,000	$59,100	$66,500	$93,900
	IV	75,600	89,700	58,700	62,000	94,900
1987[r]	I	$71,600	$85,600	$59,300	$61,500	$89,000
	II	77,700	97,400	59,300	69,000	95,800
	III	80,300	100,000	65,800	62,900	101,500
	IV	78,300	108,800	58,700	59,100	99,300

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STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS (Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
	1985	1986	1987[r]	1986[r]	1987[r]			
				IV	I	II	III	IV
Alabama	59.7	60.8	60.2	67.2	66.5	62.5	56.5	56.5
Alaska	10.0	6.1	7.7	5.6	4.8	7.7	9.4	8.9
Arizona	71.7	73.8	62.0	70.5	49.4	65.3	67.9	62.6
Arkansas	49.8	52.8	48.2	56.8	54.0	50.7	45.7	43.7
California	407.2	484.6	507.0	579.1	439.3	570.1	507.2	515.1
Colorado	49.3	47.5	49.7	54.7	57.9	58.7	42.6	41.0
Connecticut	56.0	52.0	52.0	63.8	52.7	50.8	54.0	49.4
Delaware	12.3	12.9	13.7	13.2	14.1	13.8	13.4	13.3
District of Columbia	9.9	11.6	10.3	12.1	12.4	9.9	9.6	9.1
Florida	151.3	169.4	182.6	199.6	177.6	182.0	182.0	186.4
Georgia	65.1	75.1	89.7	84.0	84.0	101.1	90.6	81.1
Hawaii	7.9	10.0	11.6	13.6	10.8	12.7	11.5	10.8
Idaho	11.5	11.3	10.9	11.7	12.7	11.1	9.6	10.9
Illinois	140.5	179.2	178.2	189.9	176.3	174.4	182.1	178.2
Indiana	90.1	86.1	88.0	92.9	96.1	95.0	82.5	78.3
Iowa	39.5	46.1	51.8	47.8	55.5	47.8	56.8	47.2
Kansas	47.4	54.4	54.1	57.7	61.7	55.4	49.0	49.0
Kentucky	57.7	58.6	63.6	65.4	55.0	61.5	63.4	73.1
Louisiana	44.1	34.0	40.7	36.4	49.5	39.2	37.1	38.5
Maine	27.1	30.8	35.0	36.4	29.8	38.7	35.4	33.4
Maryland	80.9	86.9	75.5	96.5	71.4	73.4	76.1	79.5
Massachusetts	80.5	84.6	99.6	90.9	90.3	109.2	99.1	97.2
Michigan	167.2	186.6	169.9	190.8	196.5	177.6	151.2	151.2
Minnesota	73.9	96.8	89.3	87.1	109.9	77.4	76.7	77.4
Mississippi	35.5	34.2	34.3	37.0	38.6	35.1	32.7	32.0
Missouri	85.8	88.4	88.6	97.5	98.5	90.4	81.3	83.3
Montana	11.1	11.9	11.6	11.6	11.0	12.6	10.8	11.8
Nebraska	24.5	25.5	23.3	26.5	30.6	25.8	20.0	21.0
Nevada	10.0	11.0	11.6	10.4	9.6	12.2	13.1	11.8
New Hampshire	19.3	20.3	23.3	22.7	21.7	15.1	19.4	20.7
New Jersey	148.8	159.6	156.9	153.3	162.2	167.6	156.0	138.9
New Mexico	19.8	19.5	20.0	22.7	21.3	21.9	19.9	17.1
New York	190.7	216.8	221.0	239.0	240.9	239.0	214.4	191.6
North Carolina	123.3	139.2	139.7	150.8	147.1	143.3	139.5	130.0
North Dakota	8.9	9.5	11.4	11.8	15.3	11.4	10.0	10.2
Ohio	162.5	179.9	187.7	199.3	195.4	203.1	172.2	174.1
Oklahoma	46.8	49.4	44.4	46.1	43.8	41.5	46.1	45.3
Oregon	39.3	45.0	48.2	51.9	49.3	48.0	47.4	47.4
Pennsylvania	210.8	258.3	261.9	294.8	269.4	237.7	278.9	264.7
Rhode Island	13.2	13.5	13.4	14.7	13.2	14.1	13.5	12.5
South Carolina	52.6	58.0	63.3	69.7	54.6	74.9	62.6	58.4
South Dakota	11.3	13.2	13.0	12.9	13.5	12.8	12.9	13.1
Tennessee	99.2	112.0	110.1	124.3	117.9	115.5	107.6	102.0
Texas	203.8	198.9	222.2	232.1	218.0	220.8	226.5	223.6
Utah	15.5	14.6	14.5	15.4	16.8	14.3	14.0	13.5
Vermont	9.9	12.4	14.9	15.1	15.2	17.8	13.7	12.4
Virginia	107.2	130.4	113.8	125.7	121.3	112.5	109.1	111.4
Washington	43.8	50.6	45.8	59.3	47.1	45.4	49.7	39.3
West Virginia	37.7	39.7	40.4	39.3	46.4	42.1	38.4	34.1
Wisconsin	65.5	76.9	67.5	80.4	79.7	70.1	59.0	65.6
Wyoming	6.5	6.1	6.0	6.4	6.7	6.6	4.9	5.9

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METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*

(Not Seasonally Adjusted in Thousands of Dollars)

	Years			Quarters				
	1985	1986	1987[r]	1986[r]	1987[r]			
Metropolitan Area				IV	I	II	III	IV
Akron	$ 52.7	$ 56.2	$ 57.1	$ 56.7	$ 54.7	$ 56.9	$ 57.8	$ 58.1
Albany/Schenectady/Troy	60.3	72.7	86.4	76.3	80.1	86.5	88.6	90.3
Alburquerque	76.8	81.6	82.6	82.0	83.1	82.5	84.4	79.8
Orange County(Anaheim/Santa Ana MSA)**	136.2	147.7	166.9	152.4	156.1	167.3	167.7	174.5
Baltimore	72.6	74.0	81.1	74.3	81.0	76.8	81.9	84.3
Baton Rouge	74.6	70.9	67.8	68.5	68.3	68.1	69.2	65.5
Birmingham	64.5	68.3	71.6	66.7	67.5	72.7	71.6	73.9
Boston	134.2	159.2	177.2	167.8	17.0	176.2	182.2	177.5
Buffalo/Niagara Falls	46.7	52.4	56.7	53.5	55.6	56.8	56.6	59.2
Chicago	81.1	86.1	90.8	85.8	85.7	90.9	91.2	91.5
Cincinnati	60.2	n/a	66.1	n/a	63.8	65.9	66.9	69.1
Cleveland	64.4	66.9	68.1	65.1	62.9	68.8	68.5	67.6
Columbus	62.2	65.5	68.7	64.0	66.9	67.2	72.7	69.3
Dallas/Ft. Worth	87.7	92.8	89.2	89.8	91.2	90.0	89.3	85.8
Denver	84.3	86.4	88.9	85.8	89.9	88.2	91.0	86.5
Des Moines	52.5	55.9	55.6	55.0	55.9	56.8	56.2	52.1
Detroit	51.7	58.1	65.6	60.1	64.3	66.2	65.9	66.3
El Paso	57.6	59.0	59.2	58.5	58.0	58.0	62.6	58.6
Ft.Lauderdale/Hollywood/Pompano Beach	74.6	77.7	79.6	77.7	76.6	79.7	80.8	80.6
Grand Rapids	46.7	50.4	63.5	49.7	51.7	53.4	54.0	55.7
Hartford	99.6	129.0	157.4	134.6	136.6	157.0	165.4	163.9
Houston	78.6	69.9	65.9	67.6	64.7	67.4	67.3	62.8
Indianapolis	55.0	59.0	62.5	57.5	61.6	63.8	62.8	60.7
Jacksonville	58.4	62.8	65.1	62.7	62.7	65.8	66.3	65.2
Kansas City	61.4	65.4	69.8	65.1	72.9	71.1	69.2	68.5
Las Vegas	75.1	77.5	77.0	78.5	76.1	77.9	76.7	76.7
Los Angeles Area **	n/a	128.8	139.5	130.2	130.1	139.6	145.4	145.2
Louisville	50.6	51.7	51.7	51.9	52.1	53.4	53.3	51.5
Memphis	64.6	70.6	75.0	69.9	70.6	76.9	75.2	76.3
Miami/Hialeah	80.5	81.1	81.1	79.1	74.7	84.4	83.5	80.4
Milwaukee	67.5	69.9	70.5	69.2	67.8	71.7	70.9	70.8
Minneapolis/St Paul	75.2	77.9	80.5	77.4	80.4	80.2	80.9	80.6
Nashville/Davidson	66.1	70.8	75.5	71.7	73.4	75.6	75.7	77.2
New York/Northern New Jersey/Long Island	134.0	160.6	183.5	167.6	169.4	183.0	190.3	185.1
Oklahoma City	64.7	63.0	62.3	62.9	62.4	65.2	61.4	59.5
Omaha	58.3	58.8	59.0	58.8	57.8	60.0	59.7	57.5
Orlando	70.3	72.5	76.2	72,1	73.6	76.4	72.9	78.7
Philadelphia	70.8	74.5	81.5	77.1	79.8	84.6	84.5	76.9
Phoenix	74.7	78.4	80.9	77.9	78.4	81.4	82.7	80.4
Portland	61.5	62.6	64.2	62.5	62.7	64.3	64.0	66.3
Providence	67.5	87.6	121.4	96.4	102.8	119.7	126.6	127.6
Rochester	64.2	68.3	72.5	69.1	69.5	72.3	74.1	72.8
St. Louis	65.7	70.9	74.3	71.9	71.9	74.7	75.7	73.3
Salt Lake City/Ogden	66.7	68.5	69.4	69.0	68.1	69.5	71.1	67.9
San Antonio	67.7	69.2	70.2	70.2	67.6	72.6	72.1	67.6
San Diego**	106.4	118.2	128.8	118.8	121.1	127.1	131.7	131.8
San Francisco Bay Area **	n/a	n/a	171.4	164.8	161.3	169.9	175.9	176.0
Syracuse	58.8	64.3	68.9	66.4	65.2	68.1	71.3	70.0
Tampa/St.Petersburg/Clearwater	58.4	61.1	63.8	62.4	59.8	64.9	65.0	63.4
Toledo	51.9	56.0	56.3	53.2	53.4	58.2	56.9	54.7
Tulsa	66.7	65.5	65.7	63.4	64.1	67.4	66.7	63.1
Washington, DC	97.1	101.6	114.2	104.1	106.2	115.0	117.7	121.5
West Palm Beach/Boca Raton/Delray Beach	88.3	92.6	102.6	90.9	96.9	108.8	99.1	102.4

n/a Not Available

* All areas are metropolitan statistical areas (MSA) a defined by the US Office of Management and Budget.They include the named central city and surrounding areas.

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[r] Revised

NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED (Thousands of Units)

Year		Total	In structures with – – 1 unit	2 to 4 units	5 units or more	Regions Northeast	Midwest	South	West
1982		1,062	663	80	320	117	149	591	205
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
1987ʳ		1,621	1,146	66	409	269	298	634	420
			Seasonally Adjusted Annual Rates						
1987	Feb	1,809	1,285	74	450	288	360	670	491
	Mar	1,723	1,206	85	432	292	348	615	468
	Apr	1,635	1,201	66	368	270	300	664	401
	May	1,599	1,125	65	409	296	302	624	377
	Jun	1,583	1,086	85	412	254	285	608	436
	Jul	1,594	1,142	59	393	278	253	635	428
	Aug	1,583	1,109	58	416	249	274	639	421
	Sep	1,679	1,211	49	419	255	309	695	420
	Oct	1,538	1,105	67	366	254	251	622	411
	Nov	1,661	1,129	51	481	269	313	648	431
	Decʳ	1,399	1,035	51	313	222	281	576	320
1988	Janʳ	1,372	1,002	51	319	296	224	461	391
	Febᵖ	1,494	1,095	55	344	304	255	579	356

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce.

NEW ONE-FAMILY HOUSES SOLD (Thousands of houses sold during period)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		412	47	48	219	99					
1983		623	76	71	323	152					
1984		639	94	76	309	160					
1985		688	112	82	323	170					
1986		750	136	90	321	190					
1987ʳ		671	117	98	272	186					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Feb	740	126	135	290	188	59	9	9	25	17
	Mar	720	124	106	290	200	73	11	11	30	21
	Apr	733	116	115	301	201	72	10	12	29	20
	May	649	110	86	271	183	62	11	9	25	17
	Jun	641	97	97	268	179	58	9	9	24	15
	Jul	671	117	93	269	191	55	10	8	22	15
	Aug	675	114	88	276	198	56	9	8	22	16
	Sep	644	116	76	271	181	52	10	6	22	13
	Oct	659	118	101	243	197	52	10	8	18	16
	Novʳ	625	154	89	206	176	43	12	6	14	12
	Decʳ	582	76	98	238	170	37	5	5	16	11
	Janʳ	522	82	88	184	168	39	5	5	15	14
	Febᵖ	628	106	104	263	156	53	8	7	23	14

Components may not agree with totals due to rounding.

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS MONTHS OF FEBRUARY (Percentage Distribution)

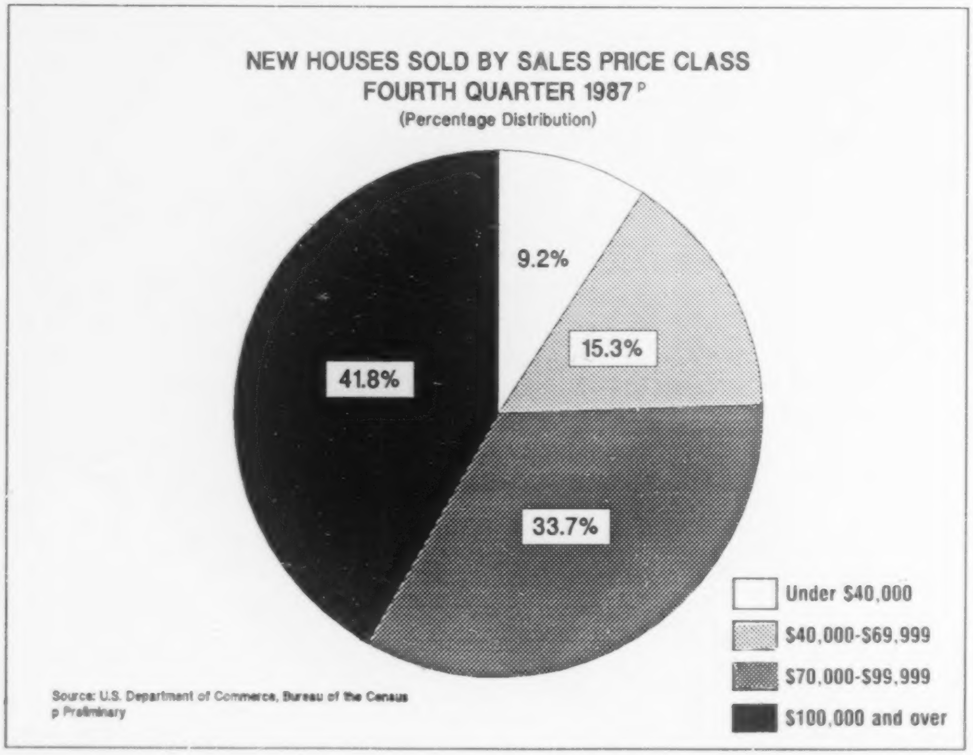
Price Class	Feb 1984	Feb 1985	Feb 1986	Feb 1987	Feb 1988^p
Under $60,000	20	20	13	11	8
$60,000 to $79,000	32	28	25	21	17
$80,000 to $99,999	19	22	21	22	16
$100,000 to $119,999	9	9	14	13	15
$120,000 to $149,999	11	10	11	10	13
$150,000 and over	9	11	16	24	30
Median Sales Price	$79,200	$82,000	$89,700	$96,300	$110,000

Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS FOURTH QUARTER 1987^p (Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
Under $60,000	9	**	19	11	6
$60,000 to $79,000	15	**	14	23	13
$80,000 to $99,999	20	25	29	36	36
$100,000 to $119,999	13				
$120,000 to $149,999	15	75	39	30	46
$150,000 and over	28				
Median Sales Price	$110,000	$140,000	$98,000	$88,500	$115,000

** Insufficient Sample Size
p Preliminary
Source: Census Bureau, U.S. Department of Commerce.


NEW HOUSES SOLD BY SALES PRICE CLASS
FOURTH QUARTER 1987 ^{p}
(Percentage Distribution)

Source: U.S. Department of Commerce, Bureau of the Census
p Preliminary

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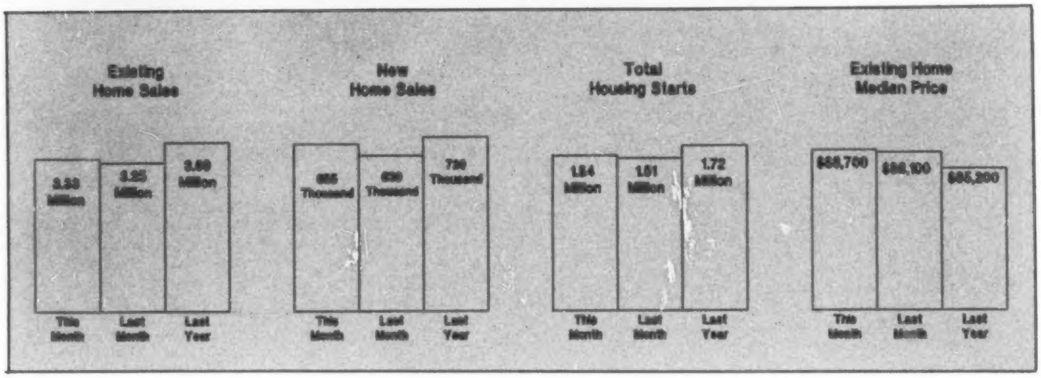
Home Sales

Existing and New Single-Family, Apartment Condos and Co-ops

HOME SALES SUMMARY



HIGHLIGHTS

- Housing markets perked up for the second month in a row. Continuing low interest rates helped push existing single-family home sales up 2.5 percent while new home sales increased 4.0 percent.

- The total number of homes available for sale rose 3.2 percent to a 12-month high of 3,097,000 units. The months' supply of existing and new homes was basically unchanged from February—9.8 months for existing homes and 7.0 months for new homes.

- Housing starts increased for the second straight month. New privately owned housing units started increased marginally to 1,543,000 units and are now at their highest level since last September.

- Existing single-family home prices increased 4.1 percent above a year ago to $88,700. By contrast, new home prices have retreated to $101,100, only 2.7 percent above last year's level.

- Affordability improved when a further decrease in interest rates helped nudged the affordability index from 113.7 to 114.2.

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SURVEY DESCRIPTION

Publication 1. "Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage 2. Each month the REALTORS®' Economics and Research Division receives data on existing single-family home sales from over 400 Boards of REALTORS® and multiple listing systems. In 1985 data on over 1,590,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions 4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	.14	South	.35
Midwest	.28	West	.23

Sales Volume 6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium/co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price 10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a *standard home*. Prices are influenced by changes in cost *and* changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are *not seasonally adjusted.*

Seasonal Adjustment 13. Volume statistics are seasonally adjusted using the X-II Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation—the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium cooperative sales and state home sales are based on a quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

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EQUAL HOUSING OPPORTUNITY

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A ROLLING STONE

Home Sales. The very phrase conjures up images of a "for sale" sign being planted in a yard, followed in short order (one hopes!) by a "sold" sign, and finally by a moving van filled with a family's possessions rolling off to some new location. While the process is well understood, the motivations of home sellers and home buyers are more complex. Furthermore, these actions can and do materially affect the demographic character of an area.

While its findings are now a little dated, the Census Bureau recently released a study on migration patterns between 1980 and 1985. Fewer than six out of ten persons in 1985 were living where they had lived five short years earlier. We are truly a mobile society! Despite this remarkably high number, however, the poor economic conditions that prevailed during much of the period, coupled with relatively low levels of housing affordability had a pronounced effect, keeping migration levels well below what had been experienced in previous periods of the same duration. For example, in 1980 only 53 percent of the American public lived where they had in 1975. In 1975, only 51.5 percent were where they had been five years earlier.

A demographic note will explain some of the decrease in mobility as well. The American population is aging. The baby-boom generation is beginning to enter middle-age—a period when mobility drops as the workers become set in their careers. Earlier in their lives they may go away to college then return to their home town, but that would be caught in mobility. They typically move to their own apartment or house from their parent's home—again an element of mobility. Early adulthood is typically a time of household formation and recombination, which affects the demand for both rental and ownership housing. Now we may be looking at a period when stability rather than change is the rule of the day.

There was also a facinating geographic element to these moves since 1980. A few persons moved to the United States from abroad (both immigrants and Americans returning home). At the other extreme, only slightly more than half the movers began and ended the period in the same county. The rest, at least, changed counties within a state, and may have moved across country.

While the Census findings are informative and interesting, they cannot be used to compare homeowner moves to renter moves, and since the focus of this publication is on sales, I will move on to other information to help define this perpetual motion machine.

Fortunately, research completed last year by the NATIONAL ASSOCIATION OF REALTORS® allows us to shed some additional light on the reason for home purchases and where the home buyers are coming from.

Americans view homeownership as an integral part of the American dream. Consequently, the primary motivation for purchasing a home is related to satisfying that objective. The desire for the tax and investment advantages of homeownership, as well as the desire to stop paying rent were top-rated reasons. The need for a larger home, often to accommodate a growing family as well as forming a new household, place family reasons in second position as an inducement for moving into an owner-occupied home. Finally, in third place are job-related reasons—a transfer or a new job.

The Census study indicated that a large share of the movers were moving long distances. It seems that in many cases people move a long way, then rent long enough to settle on a neighborhood in which to buy, then make the purchase. Less than one-third of the purchasers in our study were long-distance movers. It must be pointed out, however, that some of these local movers may have been included in the Census long distance definition, because they may have moved from one county to another within a single metropolitan statistical area.

While the American people keep on the move, there is evidence to suggest that we are becoming less like a rolling stone and more prone to let the grass grow around our feet, if not moss. At any rate, when we put down roots and buy a home, it is usually near where we already live, and it is because we really WANT to own a home! For many young families the stumbling block is frequently the oft-mentioned and very real problem of affording the initial home—but more on that topic another month.

Glenn E. Crellin
Division Vice President

THE MARCH HOUSING MARKET

Housing markets, nourished by low interest rates, demonstrated further resiliency in March with increases in existing and new home sales volume and new home construction. Existing and new home sales volume advanced for the second straight month as existing home sales increased 2.5 percent to a 3,330,000 unit seasonally adjusted annual rate and new home sales rose 4.0 percent to an annualized rate of 655,000 units.

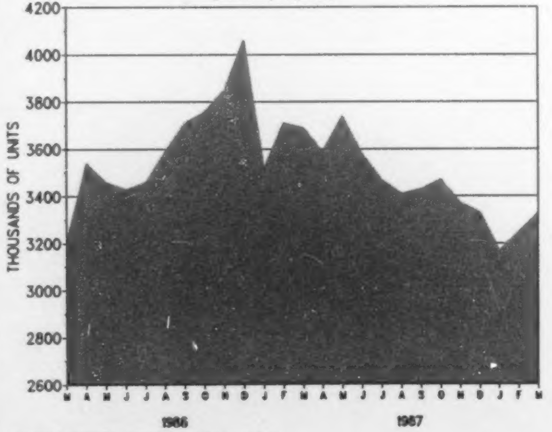
Regional comparisons reveal a mixed pattern of sales activity. Existing home sales volume was unchanged in the Northeast at a seasonally adjusted annual rate of 660,000 units while activity in the Midwest sales decreased 3.4 percent to an annualized rate of 860,000 transactions. Activity in the South rose a solid 6.7 percent to a 1,270,000 unit rate and month-to-month performance was best in the West with a 9.6 percent gain to a 570,000 annual clip. Despite this uneven month-to-month performance, volume was still below last year's level for all four regions.

Regionally, new home sales were mixed. Activity in the Northeast fell 12.5 percent to a seasonally adjusted annual rate of 98,000 units. A sharper drop occurred in the Midwest where sales decreased 18.9 percent to an 86,000 transaction pace. By contrast, sales picked up in the South and West where activity increased 8.4 percent to 272,000 units and 23.6 percent to 199,000 sales, respectively.

Inventory Available For Sale

The total inventory of homes available for sale increased by 95,000 units in March to a 12-month high of 3,097,000 units with existing and new home inventories each at their high for the period. In March, the supply of existing homes for sale advanced 80,000 to 2,720,000 units while the number of new homes available for sale rose 15,000 to 377,000 units.

EXISTING SINGLE-FAMILY HOME SALES
(Seasonally Adjusted)



SOURCE: NATIONAL ASSOCIATION OF REALTORS

The months' supply of homes on the market in March was essentially the same as February with no change in the supply of existing homes and a tenth of a months' decrease in the supply of new homes at 9.8 and 7.0 months, respectively.

Housing Construction

New home construction increased for the second consecutive month after reaching a 12-month low in January. Reasonably good demand for new homes, attractive mortgage financing and further improvement in the economy with unemployment at its lowest level in 8.5 years have encouraged builders to maintain a reasonably balanced supply of new homes – particularly one-unit structures.

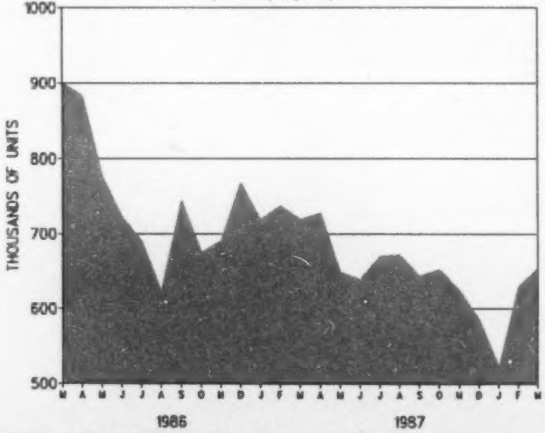
Builders have favored construction of one-unit structures over multifamily units with single-family housing starts now at their highest level since last September. The resulting 1,185,000 unit rate is still 1.7 percent below the level of a year ago. By contrast, the starts rate for buildings with five units or more is at its lowest level of the past six months – down 30 percent from a year ago.

Regional performances were mixed. Starts in the Northeast and South decreased 3.5 percent to a 300,000 rate and 5.8 percent to a 551,000 unit pace, respectively. Meanwhile, the rate of home construction in the Midwest increased a modest 2.7 percent to 266,000 units. The West made the strongest showing with an 18.7 percent jump to a 426,000 unit annualized rate.

Home Sale Prices

Existing single-family home prices continued their steady advance while new home prices retreated for the second straight month. The decline in new home prices appears to be an adjustment to changes in the composi-

NEW SINGLE-FAMILY HOME SALES
(Seasonally Adjusted)



SOURCE: NATIONAL ASSOCIATION OF REALTORS; Bureau of the Census.

tion of home sales rather than lower prices for equivalent homes.

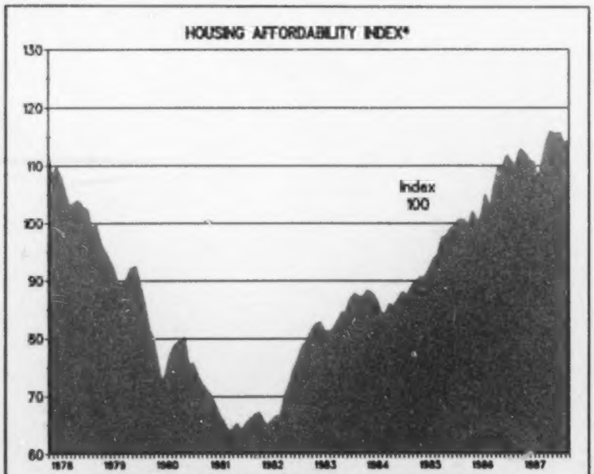
The median price of an existing single-family home increased $600 to $88,700, 4.1 percent above a year ago and setting a new all-time high. Prices in the regions were mixed with the Northeast posting a strong year-to-year increase of 11.0 percent to $143,100 and challenging the high of $145,800 reached in July of last year. The West also registered a relatively strong year-to-year gain of 10.6 percent to $117,100. Prices in the Midwest were down less than one percent from March 1987 to $67,800 while the median price rose 3.4 percent to $84,000 in the South.

New home prices have backed off considerably in the last two months. The median price of a new home dropped $9,100 in March to $101,100 after hitting a new high of $118,000 in January. Nevertheless, the median this month is 2.7 percent above a year ago.

Resale Housing Affordability

Housing affordability improved in March as lower mortgage interest rates and a slight increase in median family income combined to offset a small increase in the median price of a single-family home. Three successive monthly decreases in mortgage interest rates have helped to push the affordability index to 114.2 and it is now in the neighborhood of its 12 month high – 115.8 reached in October – after hitting a low of 107.5 in July. This current level may be hard to maintain, however, if present apprehension about increases in interest rates stemming from mounting inflationary pressure becomes a reality.

At the current index level a family earning the median family income of $31,526 had 14.2 percent more income than the bare minimum required to qualify for a conventional loan covering 80 percent of the median existing home price of $88,700.



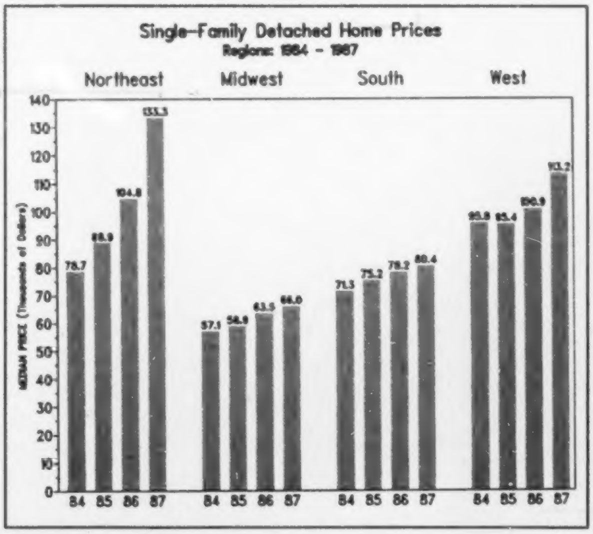
Source: NATIONAL ASSOCIATION OF REALTORS
* Index = 100 when median family income equals qualifying income.

Condominium/Cooperative Resales

The apartment condominium/cooperative market rebounded in the first quarter of 1988 after dipping moderately in the fourth quarter of 1987. Nationwide condo/coop resales jumped 20 percent to a seasonally adjusted annual rate of 408,000 units, 18.6 percent above the first quarter last year. This strength appeared across all four regions of the country.

Regional comparisons show that the Northeast was the strongest of all with a 30.2 percent increase over the prior quarter to a 220,000 unit annual rate. Activity in the Midwest and West was up in excess of 12 percent to rates of 64,000 units and 37,000 units, respectively. Sales in the South, while trailing the others, gained a respectable 6.2 percent to 86,000 units.

Prices of apartment condos and co-ops were relatively strong at the national level and in three of the four regions. The overall price for the United States reached a new high of $81,500 with a gain of 4.1 percent from the prior quarter and a jump of 13.8 percent above the first quarter of a year ago. Regionally the Northeast led the way with a 29.8 percent year-to-year jump to a new high of $111,100. The West also posted a new high of $105,100, 18.1 percent above the first quarter of 1987. The median price in the South rose 6.2 percent to $65,300 while prices decreased a modest 2.9 percent to $57,600 in the Midwest.



State Home Resales

Total existing home resale volume for the United States decreased in the first quarter despite the strong showing by apartment condominiums and cooperatives. In the first quarter, total existing home sales slipped 1.9 percent to a 3,660,000 unit annualized rate, 8.0 percent below the level of a year ago. In addition, all four regions registered sales declines from a year ago with the Midwest down the most, 16.7 percent to a

950,000 unit rate. Sales in the Northeast retreated a moderate 2.3 percent to a 860,000 unit rate while volume in the South declined 5.9 percent to a 1,270,000 pace and sales activity in the West fell 6.4 percent to a 580,000 unit rate. State-by-state comparisons of resale activity show that over half the states reported year-to-year decreases in the first quarter of 1988. Of 28 states with decreases, 9 were down less than 10 percent while 19 were down 10 percent or more. For those reporting increases 15 were up as much as 9.9 percent while only eight reported increases of 10 percent or more.

Metropolitan Home Prices

One of the goals of this publication is to provide the readers with the broadest possible coverage of metropolitan area home prices, providing it is statistically reliable. We are pleased to report that there is now sufficient price information to add eight more metropolitan areas to this section of the *Home Sales* report. These are: Charleston, SC; Chattanooga; Honolulu; Knoxville; Lansing; New Orleans; Pittsburgh; and Riverside/San Bernadino. The addition of Honolulu is particularly salutary because we can now provide collaborative documentation for its reputation of being among the highest priced cities of the United States, currently $198,400, and among those with the most rapidly increasing prices, up 14 percent from a year ago. This price pressure has been attributed to Japanese investors.

In reviewing the prices for the first quarter it can be noted that several of the "hot" areas have cooled a bit. Among these are Boston with a year-to-year increase of 4.0 percent in the first quarter after a 5.8 percent year-to-year increase in the fourth quarter of 1987. Similarly, Albany/Schenectady/Troy and Baltimore registered slowing rates of appreciation.

The depressed markets in the "oil patch" states have still not seen anything resembling a recovery in prices relative to the other metropolitan areas in the survey. Specifically, these are: Baton Rouge, Dallas/Ft. Worth, Denver, Houston, Oklahoma City and Tulsa—all still reporting declining home values.

STATE HOME RESALES
(Change from 1st Quarter 1987)

Down 10% or More

Alabama
Arkansas
Colorado
Idaho
Indiana
Kansas
Louisiana
Michigan
Minnesota
Mississippi
Nebraska
New Hampshire
New Mexico
New York
North Dakota
South Carolina
Utah
Wisconsin
Wyoming

Down 0.1 - 9.9%

District of Columbia
Illinois
Missouri
Montana
New Jersey
North Carolina
Ohio
Oregon
Tennessee

Up 0.1 - 9.9%

Connecticut
Delaware
Florida
Hawaii
Iowa
Maine
Maryland
Massachusetts
Oklahoma
Pennsylvania
Rhode Island
South Dakota
Texas
Virginia
Washington

Up 10% or More

Alaska
Arizona
California
Georgia
Kentucky
Nevada
Vermont
West Virginia

METROPOLITAN HOME SALES PRICE
(Change from 1st Quarter 1987)

Down

Albuquerque
Baton Rouge
Columbus
Dallas/Ft.Worth
Denver
Des Moines
El Paso
Houston
Kansas City
Las Vegas
Louisville
Oklahoma City
Philadelphia
Salt Lake City/Ogden
San Antonio
Tulsa
West Palm Beach/Boca Raton/Delray Beach

Up 0.1 - 4.9%

Akron
Albany/Schenectady/Troy
Baltimore
Boston
Charleston, SC
Cleveland
Ft.Lauderdale/Hollywood/Pompano
Indianapolis
Knoxville
Lansing
Miami/Hialeah
Omaha
Phoenix
Portland
Riverside/San Bernadino
St. Louis
Syracuse
Tampa/St. Petersburg/Clearwater

Up 5.0 - 9.9%

Birmingham
Chattanooga
Chicago
Cincinnati
Grand Rapids
Jacksonville
Memphis
Milwaukee
Minneapolis/St.Paul
Nashville/Davidson
Orlando
Rochester
Seattle/Tacoma
Toledo

Up 10% or More

Orange County(Anaheim/Santa Ana MSA)
Buffalo/Niagara Falls
Detroit
Hartford
Honolulu
Los Angeles Area
New York/Northern New Jersey/Long Island
Providence
San Diego
San Francisco Bay Area
Washington, DC

UNITED STATES SUMMARY

Year		Single-Family Home Sale (Seasonally Adjusted Annual Rates)		Number of Homes Available for Sale (End of Period)		Months' Supply of Homes on the Market		Median Sales Price of Single-Family Homes	
		Existing	New	Existing	New	Existing	New	Existing	New
1982		1,990,000	412,000	1,910,000	255,000	*	*	$67,800	$ 69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	750,000	1,970,000	361,000	*	*	80,300	92,000
1987		3,526,000	671,000	2,160,000	370,000	*	*	85,600	104,000
1987	Mar	3,690,000	720,000	2,620,000	358,000	8.5	6.0	$85,200	$ 98,400
	Apr	3,590,000	728,000	2,620,000	359,000	8.8	5.8	86,000	96,500
	May	3,740,000	649,000	2,520,000	356,000	8.1	6.8	86,000	104,900
	Jun	3,580,000	640,000	2,390,000	359,000	8.0	6.9	85,900	109,000
	Jul	3,470,000	672,000	2,330,000	359,000	8.1	6.6	86,300	105,000
	Aug	3,410,000	673,000	2,400,000	361,000	8.4	6.6	86,500	106,800
	Sep	3,430,000	644,000	2,370,000	361,000	8.3	6.9	85,500	106,500
	Oct	3,470,000	653,000	2,570,000	360,000	8.9	6.6	84,600	106,500
	Nov	3,370,000	625,000	2,490,000	362,000	8.9	7.1	85,000	117,000
	Dec[r]	3,330,000	586,000	2,160,000	365,000	7.8	7.6	85,400	111,800
1988	Jan[r]	3,170,000	552,000	2,280,000	369,000	8.6	8.2	$87,400	$118,000
	Feb[r]	3,250,000	630,000	2,640,000	362,000	9.8	7.1	88,100	110,000
	Mar[p]	3,330,000	655,000	2,720,000	377,000	9.8	7.0	88,700	101,100

r Revised p Preliminary n/a not available * not applicable

Source: New home sales data from Census Bureau, U.S. Department of Commerce.

UNIT VOLUME

EXISTING SINGLE-FAMILY HOME SALES

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		1,990,000	354,000	490,000	780,000	366,000					
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
1987		3,526,000	685,000	959,000	1,282,000	600,000					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Mar	3,690,000	720,000	1,080,000	1,300,000	590,000	327,000	57,000	102,000	115,000	52,000
	Apr	3,590,000	680,000	1,030,000	1,280,000	610,000	331,000	59,000	103,000	118,000	51,000
	May	3,740,000	730,000	1,000,000	1,380,000	630,000	346,000	67,000	95,000	126,000	57,000
	Jun	3,580,000	700,000	930,000	1,300,000	650,000	361,000	72,000	97,000	123,000	69,000
	Jul	3,470,000	690,000	900,000	1,250,000	630,000	333,000	69,000	88,000	119,000	56,000
	Aug	3,410,000	670,000	860,000	1,290,000	590,000	317,000	68,000	81,000	113,000	54,000
	Sep	3,430,000	670,000	890,000	1,290,000	580,000	296,000	63,000	75,000	105,000	53,000
	Oct	3,470,000	660,000	910,000	1,280,000	600,000	301,000	65,000	73,000	108,000	54,000
	Nov	3,370,000	640,000	890,000	1,260,000	560,000	241,000	43,000	55,000	102,000	40,000
	Dec	3,330,000	640,000	880,000	1,240,000	570,000	220,000	39,000	56,000	86,000	40,000
1988	Jan	3,170,000	610,000	920,000	1,090,000	530,000	191,000	37,000	48,000	73,000	31,000
	Feb[r]	3,250,000	660,000	890,000	1,190,000	520,000	220,000	40,000	66,000	81,000	34,000
	Mar[p]	3,330,000	660,000	860,000	1,270,000	570,000	303,000	54,000	84,000	115,000	52,000

Components may not agree with totals due to rounding.

r Revised p Preliminary

DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES
(Billions of Dollars)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		$160.2	$ 26.7	$ 29.7	$ 61.4	$41.8					
1983		225.9	42.1	44.6	84.4	53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
1987		374.8	100.6	72.4	123.5	79.9					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Mar	$383.3	$103.0	$84.0	$122.2	$74.6	$34.0	$8.1	$7.9	$10.8	$6.6
	Apr	381.1	98.9	77.6	124.7	79.9	35.2	8.6	7.8	11.5	6.7
	May	404.7	108.6	76.8	135.2	84.1	37.2	9.9	7.3	12.4	7.6
	Jun	387.8	105.8	69.2	125.1	87.7	38.6	10.9	7.3	11.8	9.3
	Jul	386.4	109.1	67.9	123.3	86.1	36.6	11.0	6.6	11.7	7.7
	Aug	368.5	99.9	65.3	123.1	80.2	33.9	10.1	6.2	10.8	7.3
	Sep	368.8	98.7	68.1	123.8	78.2	31.6	9.3	5.7	10.1	7.1
	Oct	373.6	100.1	67.1	124.0	82.4	31.9	9.7	5.4	10.4	7.4
	Nov	360.3	96.2	66.3	121.4	76.4	25.9	6.3	4.1	9.8	5.4
	Dec	358.3	95.0	67.0	118.3	78.0	23.5	5.8	4.3	8.1	5.5
1988	Jan	$344.8	$ 89.7	$72.5	$108.0	$72.7	$20.8	$5.4	$3.7	$7.2	$4.2
	Feb[r]	361.1	97.9	68.6	122.4	72.2	24.0	5.9	5.1	8.3	4.7
	Mar[p]	370.4	101.2	66.6	130.4	79.5	33.7	8.3	6.5	11.8	7.2

Components may not agree with totals due to rounding.
r Revised p Preliminary

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
		Median					Average(Mean)				
1982		$67,800	$ 63,500	$55,100	$67,100	$ 98,900	$ 80,500	$ 75,400	$ 60,700	$ 78,700	$114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1987		85,600	133,300	66,000	80,400	113,200	106,300	146,900	75,500	96,300	133,200
1987	Mar	$85,200	$128,900	$68,300	$81,200	$105,900	$104,000	$142,200	$77,600	$ 94,000	$126,900
	Apr	86,000	131,100	67,000	82,300	110,400	106,200	145,400	75,600	97,800	131,100
	May	86,000	134,000	66,500	81,800	110,700	107,500	148,400	76,800	98,200	132,800
	Jun	85,900	138,100	65,800	80,600	114,700	107,100	151,800	74,800	96,200	134,300
	Jul	88,300	145,800	66,000	81,000	118,500	109,800	158,700	75,500	98,300	137,700
	Aug	86,500	135,700	66,500	80,800	115,100	107,000	148,600	76,400	95,600	135,100
	Sep	85,500	133,000	66,100	79,500	116,100	106,900	146,900	76,500	96,300	134,700
	Oct	84,600	135,300	63,800	80,200	116,400	106,100	148,800	73,500	96,600	136,400
	Nov	85,000	134,500	64,400	79,200	115,400	106,600	146,700	74,800	96,200	135,800
	Dec	85,400	134,300	65,000	78,700	117,800	107,100	147,600	75,900	95,500	137,000
1988	Jan	$87,400	$131,500	$67,800	$80,,700	$117,900	$108,700	$145,800	$78,800	$ 98,700	$137,100
	Feb[r]	88,100	135,600	67,300	84,800	118,600	110,400	147,700	77,200	103,000	138,500
	Mar[p]	88,700	143,100	67,800	84,000	117,100	111,400	154,000	77,700	102,700	138,500

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS
(Percentage Distribution)

Price Class	Mar 1984	Mar 1985	Mar 1986	Mar 1987r	Mar 1988p
$ 19,999 or under	2.3	1.9	1.6	1.4	1.8
$ 20,000-$ 29,999	3.7	3.2	2.3	2.2	2.7
$ 30,000-$ 39,999	7.1	6.3	5.1	4.6	5.0
$ 40,000-$ 49,999	10.6	9.8	8.5	7.3	7.3
$ 50,000-$ 59,999	12.0	11.8	10.6	9.5	8.7
$ 60,000-$ 69,999	12.3	11.9	11.5	10.3	9.3
$ 70,000-$ 79,999	10.9	10.9	10.6	9.9	8.6
$ 80,000-$ 89,999	8.6	9.2	8.9	9.2	7.6
$ 90,000-$ 99,999	6.1	6.2	6.9	7.2	6.1
$100,000-$119,999	8.9	8.6	9.2	9.5	8.9
$120,000-$159,999	9.8	11.0	12.3	13.1	13.9
$160,000-$199,999	3.9	4.3	5.7	6.8	8.0
$200,000-$249,999	1.9	2.2	3.2	4.0	4.8
$250,000 and over	2.1	2.7	3.6	4.8	7.3
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$71,800	$74,600	$79,800	$85,200	$88,700

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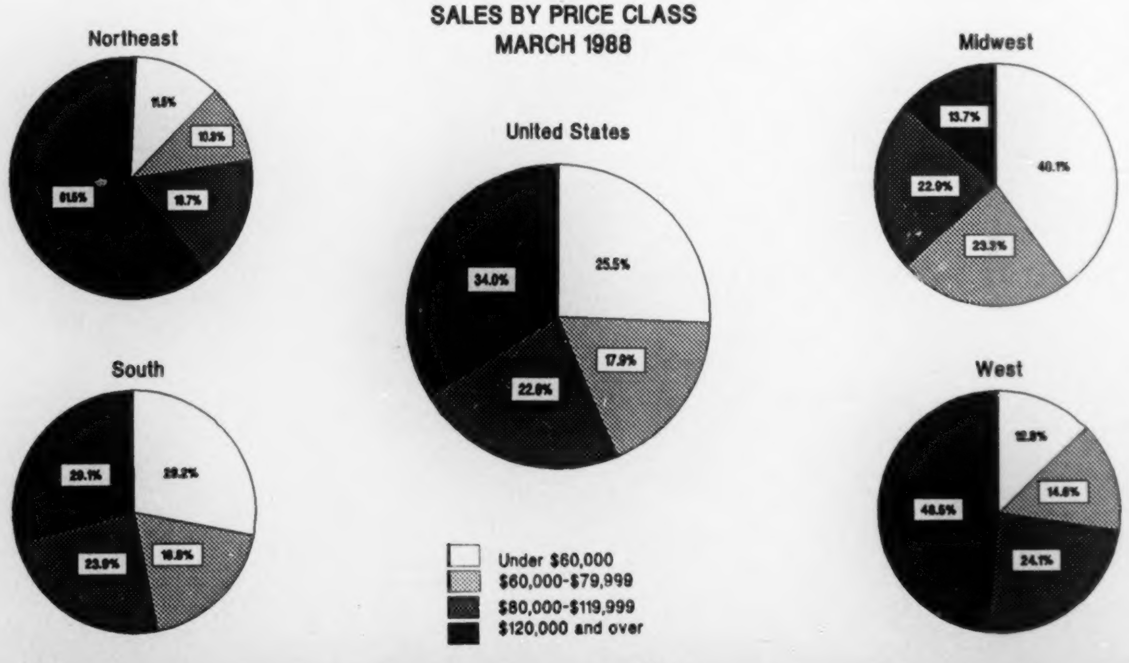
SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS
MARCH 1988p
(Percentage Distribution)

Number of Bedrooms	United States	North-east	Midwest	South	West
2 Bedrooms or less	17.7	13.5	19.2	16.1	21.0
3 Bedrooms	53.8	48.4	55.8	56.5	50.1
4 Bedrooms or more	28.5	38.1	25.0	27.4	28.9
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary



SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS
MARCH 1988^p
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	1.8	1.1	3.4	1.7	0.6
$ 20,000 - $ 29,999	2.7	1.3	4.8	2.7	0.7
$ 30,000 - $ 39,999	5.0	1.8	8.3	5.8	1.9
$ 40,000 - $ 49,999	7.3	2.9	11.7	8.1	3.7
$ 50,000 - $ 59,999	8.7	4.4	11.9	9.9	5.9
$ 60,000 - $ 69,999	9.3	5.1	12.7	9.7	7.1
$ 70,000 - $ 79,999	8.6	5.2	10.6	9.1	7.5
$ 80,000 - $ 89,999	7.6	4.9	9.5	7.8	6.7
$ 90,000 - $ 99,999	6.1	4.4	6.3	6.5	6.3
$100,000 - $119,999	8.9	7.4	7.1	9.6	11.1
$120,000 - $159,999	13.9	19.7	7.9	14.1	17.4
$160,000 - $199,999	8.0	16.0	3.1	6.2	11.2
$200,000 - $249,999	4.8	10.8	1.4	3.7	6.8
$250,000 and over	7.3	15.0	1.3	5.1	13.1
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$88,700	$143,100	$67,800	$84,000	$117,100

p Preliminary

HOUSING AFFORDABILITY

Year	Median-Priced Existing Single-Family Home	Mortgage Rate*	Monthly P & I Payment	Payment as % Income	Median Family Income	Qualifying Income**	Affordability Indexes		
							Composite	Fixed	ARM
1982	$67,800	15.38%	$702	35.9%	$23,433	$33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1987	85,600	9.28	565	21.8	31,100	27,101	114.8	108.0	123.0
1987									
Mar	$85,200	9.09%	$553	22.2%	$29,868	$26,537	112.6	110.3	120.1
Apr	86,000	9.09	558	22.3	30,005	26,786	112.0	110.1	119.8
May	86,000	9.27	557	22.6	30,142	27,216	110.8	108.0	118.9
Jun	85,900	9.38	572	22.7	30,279	27,448	110.3	104.6	120.9
Jul	88,300	9.41	589	23.3	30,416	28,289	107.5	99.4	116.7
Aug	86,500	9.40	577	22.7	30,553	27,688	110.3	102.1	119.3
Sep	85,500	9.25	563	22.0	30,689	27,010	113.6	104.2	122.2
Oct	84,600	9.22	555	21.6	30,827	26,655	115.7	104.4	124.0
Nov	85,000	9.25	559	21.7	30,963	26,852	115.3	103.8	122.4
Dec	85,400	9.20	560	21.6	31,100	26,860	115.8	104.6	121.4
1988									
Jan	$87,400	9.24%	$575	22.1%	$31,242	$27,586	113.3	102.4	120.1
Feb^r	88,100	9.16	575	22.0	31,384	27,611	113.7	103.5	120.5
Mar^p	88,700	9.08	575	21.9	31,526	27,602	114.2	105.1	121.8

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* Effective rate on loans closed on existing homes-Federal Home Loan Bank Board.

** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1987		361,000	189,000	64,000	78,000	31,000
1987	I	344,000	172,000	65,000	78,000	29,000
	II	374,000	197,000	65,000	79,000	33,000
	III	370,000	201,000	66,000	73,000	31,000
	IV	340,000	169,000	57,000	81,000	33,000
1988	I^{p}	408,000	220,000	64,000	86,000	37,000

p preliminary

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Sales)

Year		United States	Northeast	Midwest	South	West
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1987		3,887,000	874,000	1,023,000	1,360,000	630,000
1987	I	3,980,000	880,000	1,140,000	1,350,000	620,000
	II	4,010,000	900,000	1,050,000	1,400,000	660,000
	III	3,810,000	880,000	950,000	1,350,000	630,000
	IV	3,730,000	840,000	950,000	1,340,000	610,000
1988	I^{p}	3,660,000	860,000	950,000	1,270,000	580,000

p preliminary

MEDIAN SALES PRICE OF APARTMENT CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1983		$64,000	$ 61,300	$55,200	$62,000	$ 97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1987		77,800	98,300	61,700	64,100	97,200
1987	I	$71,600	$ 85,600	$59,300	$61,500	$ 89,000
	II	77,700	97,400	59,300	69,000	95,800
	III	80,300	100,000	65,800	62,900	101,500
	IV	78,300	108,800	58,700	59,100	99,300
1988	I^{p}	$81,500	$111,100	$57,600	$65,300	$105,100

p preliminary

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS (Units in Thousands)

	Years			Quarters (Seasonally Adjusted Annual Rate)				
				1987^r				1988^p
State	1985	1986	1987^r	I	II	III	IV	I
Alabama	59.7	60.8	59.7	59.2	63.9	57.1	59.2	52.4
Alaska	10.0	6.1	7.7	4.8	7.9	8.9	9.1	8.5
Arizona	71.7	73.8	67.3	45.5	84.4	68.6	65.9	53.4
Arkansas	49.8	52.8	48.2	50.7	52.4	46.8	44.0	37.9
California*	407.2	484.6	507.0	439.3	570.1	507.2	515.1	491.5
Colorado	49.3	47.5	46.7	56.3	50.7	40.2	41.8	38.6
Connecticut	56.0	52.0	52.5	51.7	49.9	54.5	50.8	53.6
Delaware	12.3	12.9	13.9	13.5	14.5	14.0	13.4	14.8
District of Columbia	9.9	11.6	10.5	12.3	10.1	10.4	9.3	11.3
Florida	151.3	169.4	184.2	160.1	186.4	179.8	206.1	168.9
Georgia	65.1	75.1	89.0	80.1	104.9	89.7	81.1	88.7
Hawaii	7.9	10.0	11.5	10.7	12.5	11.4	10.9	11.1
Idaho	11.5	11.3	10.9	13.2	10.6	9.4	11.3	10.6
Illinois	140.5	179.2	175.3	172.4	168.6	191.8	178.2	168.6
Indiana	90.1	86.1	89.8	100.2	99.2	83.5	75.2	82.5
Iowa	39.5	46.1	48.3	56.8	47.8	58.0	44.0	57.4
Kansas	47.4	54.4	54.4	62.9	56.0	49.0	47.9	53.6
Kentucky	57.7	58.6	64.1	51.8	63.4	62.8	78.3	66.6
Louisiana	44.1	34.0	40.4	44.0	39.8	41.2	37.8	33.7
Maine	27.1	30.8	35.2	29.5	39.5	35.1	33.4	30.2
Maryland	80.9	86.9	78.5	68.7	78.9	82.3	83.6	71.3
Massachusetts	80.5	84.6	100.5	86.5	113.7	97.2	100.4	92.8
Michigan	167.2	186.6	169.6	194.6	185.7	151.2	151.2	173.8
Minnesota	73.9	96.8	89.4	128.8	78.2	75.2	75.9	78.2
Mississippi	35.5	34.2	34.2	35.5	36.6	34.7	30.8	28.1
Missouri	85.8	88.4	88.4	96.5	90.4	81.3	83.3	93.5
Montana	11.1	11.9	11.6	10.7	12.4	10.5	12.6	9.9
Nebraska	24.5	25.5	23.3	31.0	26.5	20.3	20.3	26.2
Nevada	10.0	11.0	12.2	9.3	13.0	13.9	11.7	11.5
New Hampshire	19.3	20.3	19.2	23.0	13.4	20.4	22.5	17.3
New Jersey	148.8	159.6	157.3	163.1	169.4	160.5	130.0	148.8
New Mexico	19.8	19.5	20.0	21.0	21.3	19.9	17.1	16.8
New York	190.7	216.8	223.9	242.8	240.9	214.4	195.4	206.8
North Carolina	123.3	139.2	140.6	140.4	149.9	140.4	130.9	133.8
North Dakota	8.9	9.5	11.2	15.9	10.0	10.0	11.1	13.0
Ohio	162.5	179.9	180.9	189.6	189.6	166.4	174.1	185.7
Oklahoma	46.8	49.4	44.6	41.5	43.0	46.1	46.8	44.5
Oregon	39.3	45.0	48.5	48.7	45.4	47.4	50.0	48.0
Pennsylvania	210.8	258.3	259.5	267.8	229.8	286.8	275.7	269.4
Rhode Island	13.2	13.5	13.4	12.2	14.0	14.2	12.6	12.5
South Carolina	52.6	58.0	60.9	51.3	68.3	64.0	58.4	43.8
South Dakota	11.3	13.2	13.0	13.7	13.3	12.6	12.8	14.9
Tennessee	99.2	112.0	111.2	109.9	118.7	112.3	103.6	99.6
Texas	203.8	198.9	224.3	201.0	226.5	234.9	237.8	215.1
Utah	15.5	14.6	14.6	17.9	13.7	13.7	14.0	14.0
Vermont	9.9	12.4	13.6	12.8	15.9	13.1	11.9	16.1
Virginia	107.2	130.4	113.0	118.0	118.0	110.3	107.4	118.0
Washington	43.8	50.6	43.6	45.4	41.9	53.2	39.3	45.4
West Virginia	37.7	39.7	36.6	47.0	31.6	37.8	31.0	55.9
Wisconsin	65.5	76.9	73.3	83.1	76.1	59.8	71.4	68.3
Wyoming	6.5	6.1	6.0	6.7	6.6	4.8	6.1	5.1

* Provided by the California Association of REALTORS®.

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METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*

(Not Seasonally Adjusted in Thousands of Dollars)

	Years			Quarters				
	1985	1986	1987	1987^{r}				1988^{p}
Metropolitan Area				I	II	III	IV	I
Akron	$ 52.7	$ 56.2	$ 57.1	$ 54.7	$ 56.9	$ 57.8	$ 58.1	$57.1
Albany/Schenectady/Troy	60.3	72.7	86.4	80.1	86.5	88.6	90.3	82.8
Albuquerque	76.8	81.6	82.6	83.1	82.5	84.4	79.8	79.7
Orange County(Anaheim/Santa Ana MSA)**	136.2	147.7	166.9	156.1	167.3	167.7	174.5	183.8
Baltimore	72.6	74.0	81.1	81.0	76.8	81.9	84.3	83.6
Baton Rouge	74.6	70.9	67.8	68.3	68.1	69.2	65.5	65.7
Birmingham	64.5	68.3	71.6	67.5	72.7	71.6	73.9	73.1
Boston	134.2	159.2	177.2	170.0	176.2	182.2	177.5	176.9
Buffalo/Niagara Falls	46.7	52.4	56.7	55.6	56.8	56.6	59.2	64.1
Charleston	64.8	n/a	72.7	71.9	72.1	74.6	73.2	72.6
Chattanooga	52.3	55.3	59.0	57.5	58.9	58.8	60.3	61.2
Chicago	81.1	86.1	90.8	85.7	90.9	91.2	91.5	92.8
Cincinnati	60.2	n/a	66.1	63.8	65.9	66.9	69.1	67.0
Cleveland	64.4	66.9	68.1	62.9	68.8	68.5	67.6	65.3
Columbus	62.2	65.5	68.7	66.9	67.2	72.7	69.3	66.2
Dallas/Ft. Worth	87.7	92.8	89.2	91.2	90.0	89.3	85.8	85.9
Denver	84.3	86.4	88.9	89.9	88.2	91.0	86.5	83.7
Des Moines	52.5	55.9	55.6	55.9	56.8	56.2	52.1	54.5
Detroit	51.7	58.1	65.6	64.3	66.2	65.9	66.3	71.5
El Paso	57.6	59.0	59.2	58.0	58.0	62.6	58.6	57.8
Ft.Lauderdale/Hollywood/PompanoBeach	74.6	77.7	79.6	76.6	79.7	80.8	80.6	78.6
Grand Rapids	46.7	50.4	53.5	51.7	53.4	54.0	55.7	55.4
Hartford	99.6	129.0	157.4	136.6	157.0	165.4	163.9	166.4
Honolulu	162.1	172.0	186.0	174.0	182.9	190.6	193.3	198.4
Houston	78.6	69.9	65.9	64.7	67.4	67.3	62.8	60.2
Indianapolis	55.0	59.0	62.5	61.6	63.8	62.8	60.7	61.8
Jacksonville	58.4	62.8	65.1	62.7	65.8	66.3	65.2	68.9
Kansas City	61.4	65.4	69.8	72.9	71.1	69.2	68.5	70.9
Knoxville	58.2	60.3	65.4	63.2	66.2	66.1	65.6	66.3
Lansing	50.3	52.4	54.5	53.2	56.0	56.3	53.6	53.4
Las Vegas	75.1	77.5	77.0	76.1	77.9	76.7	76.7	75.7
Los Angeles Area**	n/a	128.8	139.5	130.1	139.6	145.4	145.2	159.9
Louisville	50.6	51.7	51.7	52.1	53.4	53.3	51.5	51.1
Memphis	64.6	70.6	75.0	70.6	76.9	75.2	76.3	77.5
Miami/Hialeah	80.5	81.1	81.1	74.7	84.4	83.5	80.4	78.0
Milwaukee	67.5	69.9	70.5	67.8	71.7	70.9	70.8	72.6
Minneapolis/St Paul	75.2	77.9	80.5	80.4	80.2	80.9	80.6	84.4
Nashville/Davidson	66.1	70.8	75.5	73.4	75.6	75.7	77.2	77.6
New Orleans	n/a	n/a	n/a	n/a	n/a	n/a	74.1	73.0
New York/Northern New Jersey/Long Island	134.0	160.6	183.5	169.4	183.0	190.3	185.1	186.6
Oklahoma City	64.7	63.0	62.3	62.4	65.2	61.4	59.5	56.5
Omaha	58.3	58.8	59.0	57.8	60.0	59.7	57.5	58.3
Orlando	70.3	72.5	76.2	73.6	76.4	72.9	78.7	81.4
Philadelphia	70.8	74.5	81.5	79.8	84.6	84.5	76.9	73.9
Phoenix	74.7	78.4	80.9	78.4	81.4	82.7	80.4	79.0
Pittsburgh	n/a	n/.a	n/.a	n/a	n/a	n/a	n/a	60.9
Portland	61.5	62.6	64.2	62.7	64.3	64.0	66.3	62.8
Providence	67.5	87.6	121.4	102.8	119.7	126.6	127.6	123.3
Riverside/San Bernadino**	87.3	94.5	98.7	91.9	98.3	100.7	101.2	95.5
Rochester	64.2	68.3	72.5	69.5	72.3	74.1	72.8	73.2
St. Louis	65.7	70.9	74.3	71.9	74.7	75.7	73.3	74.1
Salt Lake City/Ogden	66.7	68.5	69.4	68.1	69.5	71.1	67.9	65.3
San Antonio	67.7	69.2	70.2	67.6	72.6	72.1	67.6	63.4
San Diego**	106.4	118.2	128.8	121.1	127.1	131.7	131.8	134.4
San Francisco Bay Area**	n/a	n/a	171.4	161.3	169.9	175.9	176.0	178.8
Seattle/Tacoma	n/a	n/a	82.6	79.0	84.2	82.6	84.2	85.1
Syracuse	58.8	64.3	68.9	65.2	68.1	71.3	70.0	68.1
Tampa/St.Petersburg/Clearwater	58.4	61.1	63.8	59.8	64.9	65.0	63.4	60.2
Toledo	51.9	56.0	56.3	53.4	58.2	56.9	54.7	56.5
Tulsa	66.7	65.5	65.7	64.1	67.4	66.7	63.1	63.5
Washington, DC	97.1	101.6	114.2	106.2	115.0	117.7	121.5	132.4
West Palm Beach/Boca Raton/Delray Beach	88.3	92.6	102.6	96.9	108.8	99.1	102.4	94.5

n/a Not Available p Preliminary r Revised

* All areas are metropolitan statistical areas (MSA) as defined by the US Office of Management and Budget. They include the named central city and surrounding areas. **Provided by the California Association of REALTORS®.

NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED
(Thousands of Units)

Year		Total	In structures with – – 1 unit	2 to 4 units	5 units or more	Regions Northeast	Midwest	South	West
1982		1,062	663	80	320	117	149	591	205
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
1987		1,621	1,146	66	409	269	298	634	420
			Seasonally Adjusted Annual Rates						
1987	Mar	1,723	1,206	85	432	292	348	615	468
	Apr	1,635	1,201	66	368	270	300	664	401
	May	1,599	1,125	65	409	296	302	624	377
	Jun	1,583	1,086	85	412	254	285	608	436
	Jul	1,594	1,142	59	393	278	253	635	428
	Aug	1,583	1,109	58	416	249	274	639	421
	Sep	1,679	1,211	49	419	255	309	695	420
	Oct	1,538	1,105	67	366	254	251	622	411
	Nov	1,661	1,129	51	481	269	313	648	431
	Dec	1,399	1,035	51	313	222	281	576	320
1988	Jan^{r}	1,382	1,016	53	313	306	226	463	387
	Feb^{r}	1,514	1,106	57	351	311	259	585	359
	Mar^{p}	1,543	1,185	59	299	300	266	551	426

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce.

NEW ONE-FAMILY HOUSES SOLD
(Thousands of houses sold during period)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		412	47	48	219	99					
1983		623	76	71	323	152					
1984		639	94	76	309	160					
1985		688	112	82	323	170					
1986		750	136	90	321	190					
1987^{r}		671	117	98	272	186					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Mar	720	124	106	290	200	73	11	11	30	21
	Apr	733	116	115	301	201	72	10	12	29	20
	May	649	110	86	271	183	62	11	9	25	17
	Jun	641	97	97	268	179	58	9	9	24	15
	Jul	671	117	93	269	191	55	10	8	22	15
	Aug	675	114	88	276	198	56	9	8	22	16
	Sep	644	116	76	271	181	52	10	6	22	13
	Oct	659	118	101	243	197	52	10	8	18	16
	Nov	625	154	89	206	176	43	12	6	14	12
	Dec^{r}	586	78	99	240	168	37	5	6	16	11
1988	Jan^{r}	522	90	92	196	175	41	6	5	15	14
	Feb^{p}	630	120	106	251	161	54	8	8	23	15
	Mar^{p}	655	98	86	272	199	69	9	9	29	22

Components may not agree with totals due to rounding.

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
MONTHS OF MARCH
(Percentage Distribution)

Price Class	Mar 1984	Mar 1985	Mar 1986	Mar 1987ʳ	Mar 1988ᵖ
Under $60,000	20	15	14	9	9
$60,000 to $79,000	32	30	26	18	18
$80,000 to $99,999	19	23	22	24	22
$100,000 to $119,999	8	9	10	14	13
$120,000 to $149,999	9	10	10	14	12
$150,000 and over	12	13	18	21	26
Median Sales Price	$78,400	$84,200	$88,700	$98,400	$101,100

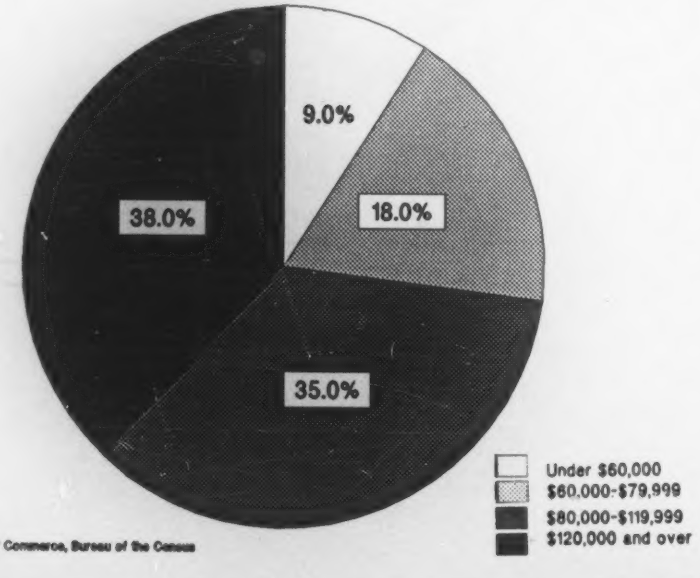
Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
FIRST QUARTER 1987ᵖ
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
Under $60,000	6	*	10	12	*
$60,000 to $79,999	23	8	19	27	25
$80,000 to $119,999	32	33	33	31	32
$120,000 and over	39	58	38	30	43
Median Sales Price	$109,000	$142,000	$106,000	$90,000	$124,800

* Insufficient Sample Size
p Preliminary
Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
MARCH 1988ᵖ
(Percentage Distribution)



Source: U.S. Department of Commerce, Bureau of the Census
p Preliminary

REALTOR®

NATIONAL ASSOCIATION OF REALTORS®
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777 14th Street, N.W.
Washington, D.C. 20005

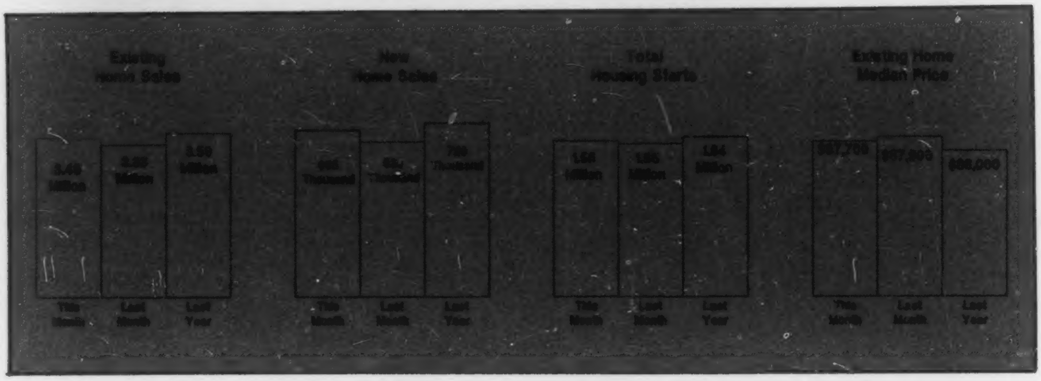
6/29/88 A7000-2

Vol. 2, No. 5 May 1988

Home Sales

Existing and New Single-Family, Apartment Condos and Co-ops

HOME SALES SUMMARY



HIGHLIGHTS

- The combination of a strong economy and increasing interest rates sparked a further increase in existing single-family home sales. Volume increased 4.5 percent to an annual rate of 3,480,000 units.
- The total inventory of unsold houses decreased 2.9 percent to 3,100,000 units. The months' supply of existing and new homes was reduced to 9.4 months and 6.6 months, respectively.
- New privately owned housing starts inched upwards for the third straight month to a 1,561,000 unit annualized rate. Multifamily construction was particularly strong.
- Home prices remain on a plateau. The median price of an existing single-family home slipped marginally lower to $87,700 while the new home median price retreated 5.6 percent to $110,500.
- Increasing mortgage interest rates pushed the April Housing Affordability Index slightly lower. At 113.9 the index is still well within an affordable range.

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ECONOMICS AND RESEARCH DIVISION
NATIONAL ASSOCIATION OF REALTORS®
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SURVEY DESCRIPTION

Publication

1. "Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage

2. Each month the REALTORS®' Economics and Research Division receives data on existing single-family home sales from over 400 Boards of REALTORS® and multiple listing systems. In 1985 data on over 1,590,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows.

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	.14	South	.35
Midwest	.28	West	.23

Sales Volume

6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium/co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a standard home. Prices are influenced by changes in cost and changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are not seasonally adjusted.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation—the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium cooperative sales and state home sales are based on a quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

EQUAL HOUSING OPPORTUNITY

THE NATIONAL ASSOCIATION OF REALTORS® is pledged to the letter and spirit of U.S. policy for the achievement of equal housing opportunity throughout the nation. The Association encourages and supports an affirmative advertising and marketing program in which there are no barriers to obtaining housing because of race, color, religion, sex, or national origin.

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IS ANYBODY HOME?

Home Sales focuses on homes in transition, whether from the builder to the first owner or more frequently from owner to owner. During this process there will be times when the homes are technically vacant. Yet when most of us think of vacant homes our minds assume vacant and abandoned, homes fallen into disrepair and waiting to be bulldozed out of existence.

The real question is, how much vacancy is there and how much is required to insure smooth operation of real estate markets? After all, the new owners cannot move into a home until the previous owners have moved out. Once again, the U.S. Bureau of the Census is the primary collector of statistics on housing vacancies, dealing separately with homeowner properties and rental units.

Homeowner vacancy rates are traditionally very low and quite stable. For most of the period between 1965 and 1982 the vacancy rate remained below 1.5 percent, and usually below 1.3 percent. In recent years, however, the rate has increased measurably, reaching a high of 1.9 percent in 1985. For most of last year 1.7 percent of the nation's homeowner units were vacant. While this level is somewhat above the frictional level seen during the last twenty years, the high level of vacancies seen since the real estate depression may be establishing a new equilibrium with some units in areas experiencing long-term economic problems approaching permanent vacancy.

The rental component of the market is showing the effects of the strong apartment construction market several years prior to 1986 combined with active first-time homebuyer activity. This has put upward pressure on the rental vacancy rate. In fact, the vacancy rates for apartment units in 1987 were at their highest level in over twenty years when it rose to over 8.0 percent. By the end of the year the rate had declined slightly to 7.8 percent, the highest year-end rate since 1965.

While these facts are interesting to me as an economist, the real significance of the vacancy information lies in how it impacts the operations of the real estate market. A high level of apartment vacancies implies there will be a low level of apartment construction in the next few years, meaning there will be fewer construction jobs in the community. Moreover, it means there will be price and non-price competition for renters. The owners and managers of the apartments, aiming to keep as large a proportion of their units occupied as possible will offer inducements such as free months rent or appliances with the signing of a lease. In addition, they will be less likely to implement significant increases in rents to their existing tenants, on the assumption that those tenants will be less likely to move either to a new apartment or to purchase their own home because they have a good rental deal. This situation is beneficial to the prospective homebuyer as well. Research has clearly demonstrated that the largest single obstacle most households face in purchasing their own home is the accumulation of the downpayment. Pressure to keep rents low will enable more families to increase their progress toward their goal of putting away a little each month and eventually have a nest egg which can be used to purchase a home.

The significance of increases in homeowner vacancy rates is less clear-cut. To some degree the increase should indicate that the inventory of homes available for sale has been increasing. However, looking back over the last several years there does not seem to be a significant increase in the inventory of homes on the market. If that were the case there would be pressure on home prices not to increase. While that pressure has been real in some communities over the last two years, as indicated elsewhere in this report, home prices have continued to rise more rapidly than inflation in most parts of the country, even though the aggregate statistic right now indicates an appreciation rate much lower than the current inflation rate.

One final thought must be addressed. What about using some of these vacant units as part of the solution to the problem of the homeless. Unfortunately there is often a mismatch between where the homeless and the units are. Many of the vacant homes, especially in ownership areas are in small, basically rural communities, but the problem of the homeless is most obviously an urban problem. Moreover, we must not forget that some of these vacant units are not-only vacant, but they do fit the stereotype presented earlier--vacant, dilapidated, and uninhabitable. Clearly not only is nobody home, but nobody should be.

Glenn E. Crellin
Division Vice President

THE APRIL HOUSING MARKET

Continued strength in the economy and the beginning of a rise in mortgage interest rates spurred an increase in home buying activity for the third straight month. Existing single-family home sales increased 4.5 percent to a seasonally adjusted annual rate of 3,480,000 units, but still remained 3.1 percent below the level of a year ago. Similarly, new home sales were up 4.0 percent to an annual rate of 653,000 units but are 12.3 percent below April last year.

Three of the four regions reported increases in resale volume when compared to March. The Northeast posted the strongest increase, up 6.2 percent to an annualized rate of 690,000 units. The South followed with a 5.7 percent increase to 1,300,000 units. Volume in the Midwest rose a modest 2.3 percent to a 900,000 unit pace while in the West it decreased 1.8 percent to 560,000 units.

While new homes sales advanced in all four regions compared to a month ago volume was still below the level of a year ago. Activity was up the most in the Midwest and West with gains of 5.9 percent to 90,000 units and 5.5 percent to 192,000 transactions, respectively. Lesser gains of about 3 percent were registered by the Northeast and South at 109,000 units and 288,000 units, respectively.

Inventory Available For Sale

The current increase in sales activity has been accompanied by a reduction in the nationwide inventory of homes available for sale with the total supply of existing and new homes on the market slipping 2.9 percent to 3,100,000 units. This is happening at a time when REALTORS® in the Northeast are reporting rapid accumulation of listings.

The fewer homes available for sale translates into a smaller months' supply of houses on the market. After the supply of existing homes reached a 12 month high of 10.2 months in March it decrease to 9.4 months in April. The supply of new homes on the market dipped from 7.0 to 6.6 months, near the middle of the range of the past 12 months.

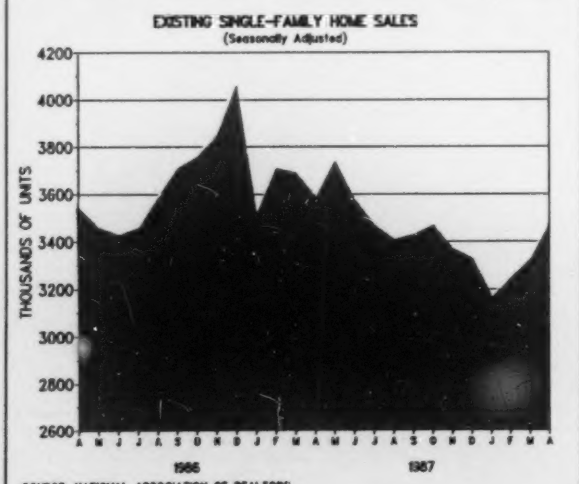
Housing Construction

Apparently builders have been impressed by the sustained demand for housing. After a brief dip in December and January, new privately owned housing starts figures paralleled the three consecutive monthly upticks in existing and new home sales.

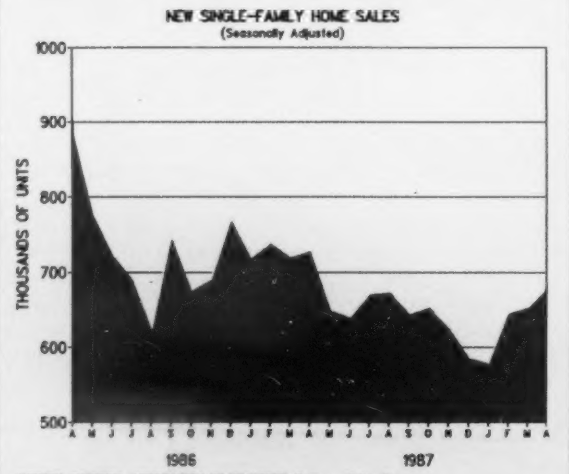
While April housing starts only posted a marginal increase to a 1,561,000 annualized rate this was equal to the average of the previous twelve months and well above the sharp December - January break that took starts below the 1,400,000 level.

While the overall statistic is a positive sign, a closer look reveals that the real strength in April starts can be attributed to a 28.7 percent spurt for structures with five units or more to a 408,000 annual rate. This was well above the prior twelve month average rate of 380,000 units but still well below the rates of activity posted two years ago.

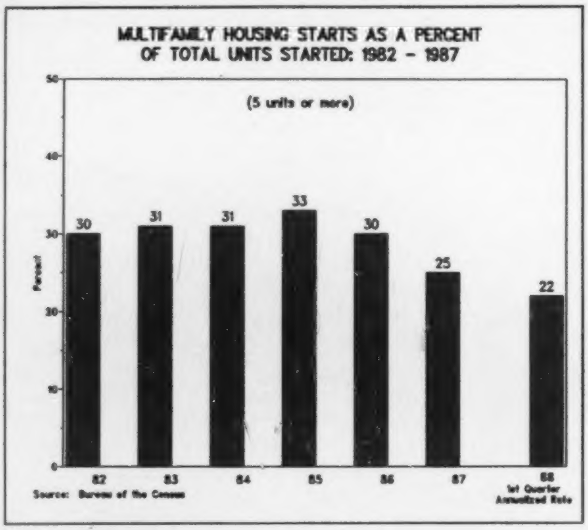
Nevertheless, there is evidence of further disenchantment with multi-family housing as a desirable real estate investment. From 1982 through 1986 construction of structures with five units or more was 30 to 33 percent of total new privately owned housing starts. In 1987, and now, in the first quarter of 1988, there has been a further drop to where multifamily starts are only 22 percent of the total. This shift should not be blamed entirely on the Tax Reform Act, it is also a reflection of the recent increases in the vacancy rates for apartment units, which are now at their highest level in 20 years years.



SOURCE: NATIONAL ASSOCIATION OF REALTORS



SOURCE: NATIONAL ASSOCIATION OF REALTORS; Bureau of the Census.

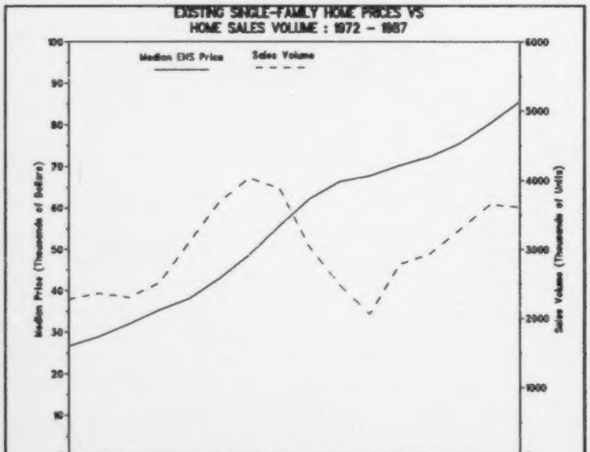


Source: Bureau of the Census

Home Sales Prices

Home prices retreated in April. The median price of an existing single-family home slipped $200 to $87,700. While prices seem to have lost some of their impetus they are still within seven tenths of a percentage point of the all-time high of $88,300 reached in July of last year. When viewed on a regional basis, the Northeast led the way with a relatively strong 5.3 percent year-to-year gain to $145,100, a shade under its all-time high of $145,800 reached last July. The Midwest also posted a moderate year-to-year gain of 4.5 percent to $67,500. The South and West reported price decreases of 1.4 percent to $82,100 and 4.6 percent to $113,700, respectively.

New home prices have moved within a broad range of $110,000 to $119,000 within the past six months. In April the median price of a new home dropped $6,500 from the prior month to $110,500, close to the low end of the range. Even with these wide swings the new home price is 14.5 percent above a year ago.



Source: NATIONAL ASSOCIATION OF REALTORS

The softening of prices does not indicate the beginning of a downtrend in home prices, however – especially in view of the current strength in the economy and home sales volume. Furthermore, even if sales volume decreased significantly, prices have been very sticky historically. Witness the period 1978 to 1982 when mortgage interest rates increased to beyond 18 percent and drove sales volume down 50 percent. What happened to prices? They increased every year regardless! In fact, in an absolute sense the median price of an existing single-family home increased 2.1 percent in 1982 – the bottom of the market, although some of the price increase was attributable to embedded financing costs at the time and prices went up less rapidly than the overall cost of living. This is not to say that a financial panic and/or liquidity crisis could not make it a whole new ball game, but at this juncture it seems highly unlikely.

Resale Housing Affordability

A 15 basis point increase in mortgage interest rates more than offset a small decrease in the median price of an existing single-family home and an increase in median family income, pushing the Housing Affordability Index downward to 113.9 – still near the top of its range of the prior 12 months.

At its present level, the index indicates that a family earning the median family income of $31,668 had 13.9 percent more income than the minimum required to qualify for a conventional loan covering 80 percent of the median existing home price of $87,700.

While the composite affordability index decreased, the component fixed rate and adjustable rate indexes moved in opposite directions. In fact, the ARM affordability index is now higher than it has been in the past 12 months posing as an attractive alternative to the fixed-rate mortgage with an 18.2 point spread advantage.

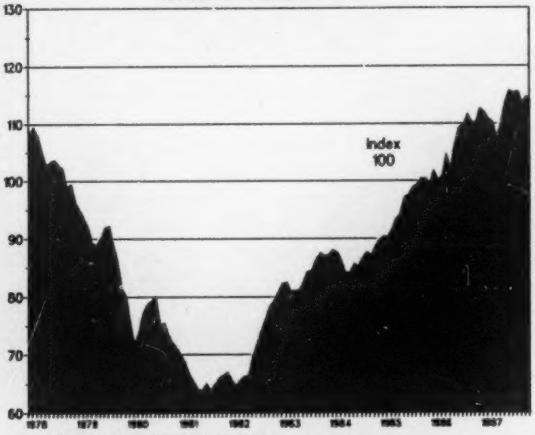
Condominium/Cooperative Resales

The apartment condominium/cooperative market opened the year on a strong note. First quarter 1988 apartment condominium/cooperative resales registered a sharp increase both from the previous quarter and for the same quarter of a year ago. During the first quarter, resale activity of condo and coop units was at a seasonally adjusted annual rate of 400,000 units, 17.6 percent above the previous quarter and 16.3 percent higher than the first quarter of 1987.

All but one region reported quarter-to-quarter gains in condo/co-op sales. The strongest performance was in the Northeast which posted a 24.3 percent jumped to a seasonally adjusted annual rate of 210,000 units. The next highest gain was in the West where sales climbed 21.2 percent to a 40,000 unit rate. Sales in the Midwest were up a more moderate 5.3 percent to a 60,000 unit pace. The South, however, fell behind, reporting a sales decrease of 1.2 percent to 80,000 transactions.

Apartment condo and co-op prices advanced moderately from the previous quarter and sharply from

HOUSING AFFORDABILITY INDEX*



Source: NATIONAL ASSOCIATION OF REALTORS
* Index = 100 when median family income equals qualifying income.

a year ago with the median price reaching $81,200. This was 3.7 percent above the fourth quarter of 1987 and a substantial 13.4 percent above the first quarter of last year. Three of the four regions posted increases with prices being strongest in the South where they jumped 6.3 percent to $65,400. The Northeast and West followed with hefty year-to-year increases of 27.8 percent to $109,400 and 17.1 percent to $104,200, respectively. By contrast, prices in the Midwest slipped 2.7 percent to $57,700, the lowest point in the past year.

State Home Resales

When viewed on a quarterly basis, the total existing home sales market appears to have softened for the third straight quarter. Nationwide total home sales including condominiums and co-operatives decreased from the previous quarter and a year ago. While volume decreased a modest 2.1 percent to an annual rate of 3,650,000 units from last quarter, it was a sharp 8.3 percent below the first quarter of 1987.

Regional performances varied. Sales volume in the Northeast and West was up about one percent from last quarter to rates of 850,000 units and 960,000 units, respectively. These gains were more than offset by decreases in the South and West of 6.7 percent to 1,250,000 units and 4.9 percent to 580,000 units, respectively.

A look at the regional character of sales activity points to a surge in volume in the Midwest during the first quarter. Ten of the 22 states reporting increases were in the Midwest and eight of these had gains of 10 percent or more. This is particularly impressive considering the entire Midwest region is composed of 12 states.

Metropolitan Home Prices

Home prices increased in nearly a third of the metropolitan areas during the first quarter of 1988 when compared to the first quarter of 1987.

While price appreciation may have moderated in some areas, 45 of the 60 metropolitan areas in our survey reported increases. In fact, there were still 12 areas in which prices were up ten percent or more from the same quarter a year ago. The West was conspicuous among the top gainers with six of its mets among the 12 that were up 10 percent or more.

STATE HOME RESALES
(Change from 1st Quarter 1987)

Down 10% or More
- Alabama
- Arizona
- Arkansas
- Florida
- Kentucky
- Louisiana
- Maine
- Maryland
- Montana
- New Hampshire
- South Carolina
- Texas
- Wyoming

Down 0.1 - 9.9%
- Alaska
- California
- Colorado
- Delaware
- Idaho
- Illinois
- Massachusetts
- Mississippi
- Nevada
- New Mexico
- Oklahoma
- Oregon
- Pennslyvania
- Rhode Island
- Tennessee
- Wisconsin

Up 0.1 - 9.9%
- Connecticut
- Georgia
- Hawaii
- Minnesota
- New York
- North Carolina
- Ohio
- Utah
- Virginia

Up 10% or More
- Distict of Columbia
- Indiana
- Iowa
- Kansas
- Michigan
- Missouri
- Nebraska
- New Jersey
- North Dakota
- South Dakota
- Vermont
- Washington
- West Virginia

METROPOLITAN HOME SALES PRICE
(Change from 4th Quarter 1987)

Down 10% or More
- Albuquerque
- Baton Rouge
- Columbus
- Dallas/Ft.Worth
- Denver
- Des Moines
- El Paso
- Houston
- Kansas City
- Las Vegas
- Oklahoma City
- Salt Lake City/ Ogden
- San Antonio
- Tulsa
- West Palm Beach/ Boca Raton/Delray Beach

Up 0.1 - 4.9%
- Akron
- Baltimore
- Boston
- Charleston, SC
- Cincinnati
- Ft.Lauderdale/ Hollywood/ Pompano
- Indianapolis
- Knoxville
- Lansing
- Louisville
- Miami/Hialeah
- Omaha
- Philadelphia
- Phoenix
- Portland
- Riverside/San Bernadino
- St. Louis
- Syracuse
- Tampa/St. Petersburg/ Clearwater

Up 5.0 - 9.9%
- Albany/Schenectady/Troy
- Birmingham
- Chattanooga
- Chicago
- Cleveland
- Grand Rapids
- Jacksonville
- Memphis
- Milwaukee
- Minneapolis/St.Paul
- Nashville/Davidson
- Orlando
- Rochester
- Toledo

Up 10% or More
- Orange County(Anaheim/ Santa Ana MSA)
- Buffalo/Niagara Falls
- Detroit
- Hartford
- Honolulu
- Los Angeles Area
- New York/Northern New Jersey/Long Island
- Providence
- San Diego
- San Francisco Bay Area
- Seattle/Tacoma
- Washington, DC

UNITED STATES SUMMARY

		Single-Family Home Sale (Seasonally Adjusted Annual Rates)		Number of Homes Available for Sale (End of Period)		Months' Supply of Homes on the Market		Median Sales Price of Single-Family Homes	
Year		Existing	New	Existing	New	Existing	New	Existing	New
1982		1,990,000	412,000	1,910,000	255,000	*	*	$67,800	$ 69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	750,000	1,970,000	361,000	*	*	80,300	92,000
1987		3,526,000	671,000	2,160,000	370,000	*	*	85,600	104,000
1987	Apr	3,590,000	728,000	2,620,000	359,000	8.8	5.8	$86,000	$ 96,5003
	May	3,740,000	649,000	2,520,000	356,000	8.1	6.8	86,000	104,900
	Jun	3,580,000	640,000	2,390,000	359,000	8.0	6.9	85,900	109,000
	Jul	3,470,000	572,000	2,330,000	359,000	8.1	6.6	88,300	105,000
	Aug	3,410,000	673,000	2,400,000	361,000	8.4	6.6	86,500	106,800
	Sep	3,430,000	644,000	2,370,000	361,000	8.3	6.9	85,500	106,500
	Oct	3,470,000	653,000	2,570,000	360,000	8.9	6.6	84,600	106,500
	Nov	3,370,000	625,000	2,490,000	362,000	8.9	7.1	85,000	117,000
	Dec	3,330,000	586,000	2,160,000	365,000	7.8	7.6	85,400	111,800
1988	Jan[r]	3,170,000	579,000	2,280,000	368,000	8.6	7.7	$87,400	$119,000
	Feb[r]	3,250,000	645,000	2,640,000	360,000	9.8	6.9	88,100	110,000
	Mar[r]	3,330,000	653,000	2,820,000	374,000	10.2	7.0	87,900	117,000
	Apr[p]	3,480,000	679,000	2,730,000	370,000	9.4	6.6	87,700	110,500

r Revised p Preliminary n/a not available * not applicable

Source: New home sales data from Census Bureau, U.S. Department of Commerce.

UNIT VOLUME

EXISTING SINGLE-FAMILY HOME SALES

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1982		1,990,000	354,000	490,000	780,000	366,000					
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
1987		3,526,000	685,000	959,000	1,282,000	600,000					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Apr	3,590,000	680.000	1,030,000	1,280,000	610,000	331,000	59,000	103,000	118,000	51,000
	May	3,740,000	730,000	1,000,000	1,380,000	630,000	346,000	67,000	95,000	126,000	57,000
	Jun	3,580,000	700,000	930,000	1,300,000	650,000	361,000	72,000	97,000	123,000	69,000
	Jul	3,470,000	690,000	900,000	1,250,000	630,000	333,000	69,000	88,000	119,000	56,000
	Aug	3,410,000	670,000	860,000	1,290,000	590,000	317,000	68,000	81,000	113,000	54,000
	Sep	3,430,000	670,000	890,000	1,290,000	580,000	296,000	63,000	75,000	105,000	53,000
	Oct	3,470,000	660,000	910,000	1,280,000	600,000	301,000	65,000	73,000	108,000	54,000
	Nov	3,370,000	640,000	890,000	1,260,000	560,000	241,000	43,000	55,000	102,000	40,000
	Dec	3,330,000	640,000	880,000	1,240,000	570,000	220,000	39,000	56,000	86,000	40,000
1988	Jan	3,170,000	610,000	920,000	1,090,000	530,000	191,000	37,000	48,000	73,000	31,000
	Feb	3,250,000	660,000	890,000	1,190,000	520,000	220,000	40,000	66,000	81,000	34,000
	Mar[r]	3,330,000	650,000	880,000	1,230,000	570,000	303,000	53,000	86,000	111,000	52,000
	Apr[p]	3,480,000	690,000	900,000	1,300,000	560,000	312,000	61,000	86,000	118,000	46,000

Components may not agree with totals due to rounding.
r Revised p Preliminary

DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES
(Billions of Dollars)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		$160.2	$ 26.7	$29.7	$ 61.4	$41.8					
1983		225.9	42.1	44.6	84.4	53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
1987		374.8	100.6	72.4	123.5	79.9					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Apr	$381.1	$ 98.9	$77.6	$124.7	$79.9	$35.2	$8.6	$7.8	$11.5	$6.7
	May	404.7	108.6	76.8	135.2	84.1	37.2	9.9	7.3	12.4	7.6
	Jun	387.8	105.8	69.2	125.1	87.7	38.6	10.9	7.3	11.8	9.3
	Jul	386.4	109.1	67.9	123.3	86.1	36.6	11.0	6.6	11.7	7.7
	Aug	368.5	99.9	65.3	123.1	80.2	33.9	10.1	6.2	10.8	7.3
	Sep	368.8	98.7	68.1	123.8	78.2	31.6	9.3	5.7	10.1	7.1
	Oct	373.6	100.1	67.1	124.0	82.4	31.9	9.7	5.4	10.4	7.4
	Nov	360.3	96.2	66.3	121.4	76.4	25.9	6.3	4.1	9.8	5.4
	Dec	358.3	95.0	67.0	118.3	78.0	23.5	5.8	4.3	8.1	5.5
1988	Jan	$344.8	$ 89.7	$72.5	$108.0	$72.7	$20.8	$5.4	$3.7	$ 7.2	$4.2
	Feb	361.1	97.9	68.6	122.4	72.2	24.0	5.9	5.1	8.3	4.7
	Mar^{r}	368.1	97.9	67.5	125.3	79.3	33.5	8.0	6.6	11.4	7.2
	Apr^{p}	379.4	107.2	68.7	128.1	74.9	34.1	9.4	6.6	11.7	6.2

Components may not agree with totals due to rounding.
r Revised p Preliminary

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
				Median					Average (Mean)		
1982		$67,800	$ 63,500	$55,100	$67,100	$ 98,900	$ 80,500	$ 75,400	$60,700	$ 78,700	$114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1987		85,600	133,300	66,000	80,400	113,200	106,300	146,900	75,500	96,300	133,200
1987	Apr	$86,000	$131,100	$67,000	$82,300	$110,400	$106,200	$145,400	$75,600	$97,800	$131,100
	May	86,000	134,000	66,500	81,800	110,700	107,500	148,400	76,800	98,200	132,800
	Jun	85,900	138,100	65,800	80,600	114,700	107,100	151,800	74,800	96,200	134,300
	Jul	88,300	145,800	66,000	81,000	118,500	109,800	158,700	75,500	98,300	137,700
	Aug	86,500	135,700	66,500	80,800	115,100	107,000	148,600	76,400	95,600	135,100
	Sep	85,500	133,000	66,100	79,500	116,100	106,900	146,900	76,500	96,300	134,700
	Oct	84,600	135,300	63,800	80,200	116,400	106,100	148,800	73,500	96,600	136,400
	Nov	85,000	134,500	64,400	79,200	115,400	106,600	146,700	74,800	96,200	135,800
	Dec	85,400	134,300	65,000	78,700	117,800	107,100	147,600	75,900	95,500	137,000
1988	Jan	$87,400	$131,500	$67,800	$80,,700	$117,900	$108,700	$145,800	$78,800	$ 98,700	$137,100
	Feb	88,100	135,600	67,300	84,800	118,600	110,400	147,700	77,200	103,000	138,500
	Mar^{r}	87,900	137,800	67,200	83,300	119,200	110,700	150,200	76,900	101,900	140,200
	Apr^{p}	87,700	145,100	67,500	82,100	113,700	109,100	155,600	76,400	98,800	134,500

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SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS
(Percentage Distribution)

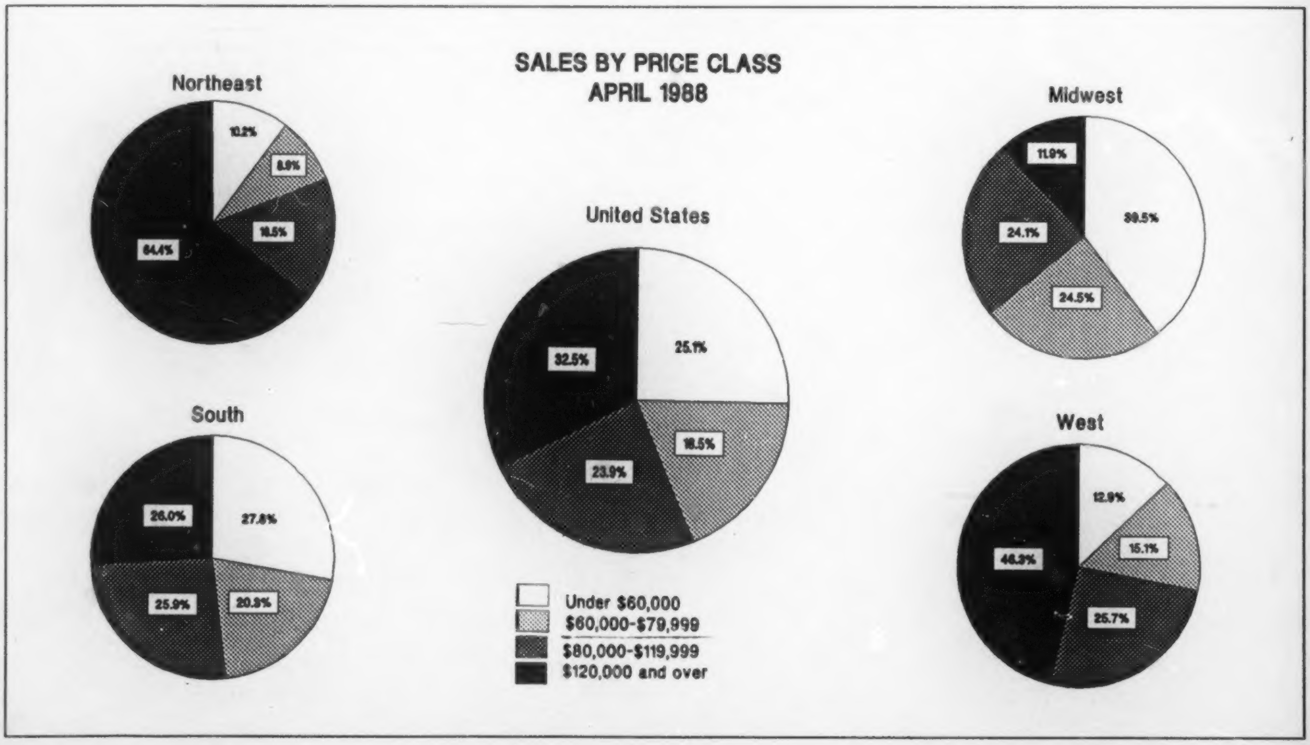
Price Class	Apr 1984	Apr 1985	Apr 1986	Apr 1987[r]	Apr 1988[p]
$ 19,999 or under	2.0	1.8	1.5	1.4	1.7
$ 20,000-$ 29,999	3.4	3.2	2.3	2.3	2.4
$ 30,000-$ 39,999	6.9	6.3	5.1	4.8	4.9
$ 40,000-$ 49,999	10.4	9.6	8.4	7.5	7.5
$ 50,000-$ 59,999	12.2	11.8	10.6	9.2	8.6
$ 60,000-$ 69,999	12.3	12.2	11.5	10.1	10.0
$ 70,000-$ 79,999	10.9	10.6	10.6	9.6	8.5
$ 80,000-$ 89,999	8.6	9.1	9.0	8.6	8.2
$ 90,000-$ 99,999	6.2	6.2	6.9	6.6	6.6
$100,000-$119,999	8.5	8.5	9.3	9.3	9.1
$120,000-$159,999	10.3	10.9	12.4	13.7	13.8
$160,000-$199,999	3.9	4.6	5.6	7.1	7.7
$200,000-$249,999	2.1	2.3	3.3	4.4	4.6
$250,000 and over	2.3	2.9	3.5	5.5	6.4
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$72,100	$74,800	$79,800	$86,000	$87,700

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS
APRIL 1988[p]
(Percentage Distribution)

Number of Bedrooms	United States	North-east	Midwest	South	West
2 Bedrooms or less	18.2	17.4	20.3	15.5	21.5
3 Bedrooms	53.8	45.9	56.4	56.4	51.3
4 Bedrooms or more	28.0	36.7	23.3	28.1	27.2
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary


SALES BY PRICE CLASS
APRIL 1988

SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS
APRIL 1988^{p}
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	1.7	1.3	3.2	1.4	0.6
$ 20,000 - $ 29,999	2.4	1.0	4.2	2.6	0.8
$ 30,000 - $ 39,999	4.9	1.8	8.1	5.5	2.1
$ 40,000 - $ 49,999	7.5	2.5	11.7	8.5	3.8
$ 50,000 - $ 59,999	8.6	3.5	12.3	9.8	5.6
$ 60,000 - $ 69,999	10.0	4.6	14.0	11.0	7.3
$ 70,000 - $ 79,999	8.5	4.3	10.5	9.3	7.9
$ 80,000 - $ 89,999	8.2	4.6	9.8	9.1	7.2
$ 90,000 - $ 99,999	6.6	3.9	6.8	7.6	6.8
$100,000 - $119,999	9.1	8.0	7.5	9.2	11.7
$120,000 - $159,999	13.8	22.0	7.4	12.2	18.2
$160,000 - $199,999	7.7	17.0	2.2	6.9	9.6
$200,000 - $249,999	4.6	11.2	1.2	2.9	6.9
$250,000 and over	6.4	14.3	1.1	4.0	11.6
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$87,700	$145,100	$67,500	$82,100	$113,700

p Preliminary

HOUSING AFFORDABILITY

Year	Median-Priced Existing Single-Family Home	Mortgage Rate*	Monthly P & I Payment	Payment as % Income	Median Family Income	Qualifying Income**	Affordability Indexes Composite	Affordability Indexes Fixed	Affordability Indexes ARM
1982	$67,800	15.38%	$702	35.9%	$23,433	$33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1987	85,600	9.28	565	21.8	31,100	27,101	114.8	108.0	123.0
1987									
Apr	$86,000	9.09%	$558	22.3%	$30,005	$26,786	112.0	110.1	119.8
May	86,000	9.27	567	22.6	30,142	27,216	110.8	108.0	118.9
Jun	85,900	9.38	572	22.7	30,279	27,448	110.3	104.6	120.9
Jul	88,300	9.41	589	23.3	30,416	28,289	107.5	99.4	116.7
Aug	86,500	9.40	577	22.7	30,553	27,688	110.3	102.1	119.3
Sep	85,500	9.25	563	22.0	30,689	27,010	113.6	104.2	122.2
Oct	84,600	9.22	555	21.6	30,827	26,655	115.7	104.4	124.0
Nov	85,000	9.25	559	21.7	30,963	26,852	115.3	103.8	122.4
Dec	85,400	9.20	560	21.6	31,100	26,860	115.8	104.6	121.4
1988									
Jan	$87,400	9.24%	$575	22.1%	$31,242	$27,586	113.3	102.4	120.1
Feb	88,100	9.16	575	22.0	31,384	27,611	113.7	103.5	120.5
Mar^{r}	87,900	9.14	573	21.8	31,526	27,500	114.6	106.3	123.1
Apr^{p}	87,700	9.29	579	21.9	31,668	27,803	113.9	106.2	124.5

r Revised

p Preliminary

* Effective rate on loans closed on existing homes-Federal Home Loan Bank Board.

** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1987		361,000	189,000	64,000	78,000	31,000
1987	I	344,000	172,000	65,000	78,000	29,000
	II	374,000	197,000	65,000	79,000	33,000
	III	370,000	201,000	66,000	73,000	31,000
	IV	340,000	169,000	57,000	81,000	33,000
1988	I[r]	400,000	210,000	60,000	80,000	40,000

r revised

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Sales)

Year		United States	Northeast	Midwest	South	West
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1987		3,887,000	874,000	1,023,000	1,360,000	630,000
1987	I	3,980,000	880,000	1,140,000	1,350,000	620,000
	II	4,010,000	900,000	1,050,000	1,400,000	660,000
	III	3,810,000	880,000	950,000	1,350,000	630,000
	IV	3,730,000	840,000	950,000	1,340,000	610,000
1988	I[r]	3,650,000	850,000	960,000	1,250,000	580,000

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MEDIAN SALES PRICE OF APARTMENT
CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1983		$64,000	$ 61,300	$55,200	$62,000	$ 97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1987		77,800	98,300	61,700	64,100	97,200
1987	I	$71,600	$ 85,600	$59,300	$61,500	$ 89,000
	II	77,700	97,400	59,300	69,000	95,800
	III	80,300	100,000	65,800	62,900	101,500
	IV	78,300	108,800	58,700	59,100	99,300
1988	I[r]	$81,200	$109,400	$57,700	$65,400	$104,200

r revised

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS (Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
				1987				1988 r
	1985	1986	1987	I	II	III	IV	I
Alabama	59.7	60.8	59.7	59.2	63.9	57.1	59.2	52.4
Alaska	10.0	6.1	7.7	4.8	7.9	8.9	9.1	8.5
Arizona	71.7	73.8	67.3	45.5	84.4	68.6	65.9	53.4
Arkansas	49.8	52.8	48.2	50.7	52.4	46.8	44.0	39.0
California*	407.2	484.6	507.0	439.3	570.1	507.2	515.1	491.5
Colorado	49.3	47.5	46.7	56.3	50.7	40.2	41.8	38.6
Connecticut	56.0	52.0	52.5	51.7	49.9	54.5	50.8	53.6
Delaware	12.3	12.9	13.9	13.5	14.5	14.0	13.4	12.5
District of Columbia	9.9	11.6	10.5	12.3	10.1	10.4	9.3	11.3
Florida	151.3	169.4	184.2	160.1	186.4	179.8	206.1	168.9
Georgia	65.1	75.1	89.0	80.1	104.9	89.7	81.1	88.7
Hawaii	7.9	10.0	11.5	10.7	12.5	11.4	10.9	11.1
Idaho	11.5	11.3	10.9	13.2	10.6	9.4	11.3	10.9
Illinois	140.5	179.2	175.3	172.4	168.6	191.8	178.2	168.6
Indiana	90.1	86.1	89.8	100.2	99.2	83.5	75.2	83.5
Iowa	39.5	46.1	48.3	56.8	47.8	58.0	44.0	58.0
Kansas	47.4	54.4	54.4	62.9	56.0	49.0	47.9	53.6
Kentucky	57.7	58.6	64.1	51.8	63.4	62.8	78.3	66.0
Louisiana	44.1	34.0	40.4	44.0	39.8	41.2	37.8	33.7
Maine	27.1	30.8	35.2	29.5	39.5	35.1	33.4	30.0
Maryland	80.9	86.9	78.5	68.7	78.9	82.3	83.6	72.9
Massachusetts	80.5	84.6	100.5	86.5	113.7	97.2	100.4	96.0
Michigan	167.2	186.6	169.6	194.6	185.7	151.2	151.2	173.8
Minnesota	73.9	96.8	89.4	128.8	78.2	75.2	75.9	78.2
Mississippi	35.5	34.2	34.2	35.5	36.6	34.7	30.8	28.1
Missouri	85.8	88.4	88.4	96.5	90.4	81.3	83.3	94.5
Montana	11.1	11.9	11.6	10.7	12.4	10.5	12.6	9.7
Nebraska	24.5	25.5	23.3	31.0	26.5	20.3	20.3	26.2
Nevada	10.0	11.0	12.2	9.3	13.0	13.9	11.7	11.5
New Hampshire	19.3	20.3	19.2	23.0	13.4	20.4	22.5	16.8
New Jersey	148.8	159.6	157.3	163.1	169.4	160.5	130.0	148.8
New Mexico	19.8	19.5	20.0	21.0	21.3	19.9	17.1	16.5
New York	190.7	216.8	223.9	242.8	240.9	214.4	195.4	206.8
North Carolina	123.3	139.2	140.6	140.4	149.9	140.4	130.9	135.7
North Dakota	8.9	9.5	11.2	15.9	10.0	10.0	11.1	13.0
Ohio	162.5	179.9	180.9	189.6	189.6	166.4	174.1	185.7
Oklahoma	46.8	49.4	44.6	41.5	43.0	46.1	46.8	44.5
Oregon	39.3	45.0	48.5	48.7	45.4	47.4	50.0	48.0
Pennsylvania	210.8	258.3	259.5	267.8	229.8	286.8	275.7	259.9
Rhode Island	13.2	13.5	13.4	12.2	14.0	14.2	12.6	12.5
South Carolina	52.6	58.0	60.9	51.3	68.3	64.0	58.4	43.8
South Dakota	11.3	13.2	13.0	13.7	13.3	12.6	12.8	14.9
Tennessee	99.2	112.0	111.2	109.9	118.7	112.3	103.6	99.6
Texas	203.8	198.9	224.3	201.0	226.5	234.9	237.8	212.3
Utah	15.5	14.6	14.6	17.9	13.7	13.7	14.0	14.0
Vermont	9.9	12.4	13.6	12.8	15.9	13.1	11.9	16.9
Virginia	107.2	130.4	113.0	118.0	118.0	110.3	107.4	111.4
Washington	43.8	50.6	43.6	45.4	41.9	53.2	39.3	45.4
West Virginia	37.7	39.7	36.6	47.0	31.6	37.8	31.0	55.9
Wisconsin	65.5	76.9	73.3	83.1	76.1	59.8	71.4	65.2
Wyoming	6.5	6.1	6.0	6.7	6.6	4.8	6.1	5.1

* Provided by the California Association of REALTORS®.

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METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*

(Not Seasonally Adjusted in Thousands of Dollars)

	Years			Quarters				
				1987				1988^{r}
Metropolitan Area	1985	1986	1987	I	II	III	IV	I
Akron	$ 52.7	$ 56.2	$ 57.1	$ 54.7	$ 56.9	$ 57.8	$ 58.1	$57.1
Albany/Schenectady/Troy	60.3	72.7	86.4	80.1	86.5	88.6	90.3	87.0
Albuquerque	76.8	81.6	82.6	83.1	82.5	84.4	79.8	79.7
Orange County(Anaheim/Santa Ana MSA)**	136.2	147.7	166.9	156.1	167.3	167.7	174.5	183.8
Baltimore	72.6	74.0	81.1	81.0	76.8	81.9	84.3	83.6
Baton Rouge	74.6	70.9	67.8	68.3	68.1	69.2	65.5	65.7
Birmingham	64.5	68.3	71.6	67.5	72.7	71.6	73.9	73.1
Boston	134.2	159.2	177.2	170.0	176.2	182.2	177.5	176.9
Buffalo/Niagara Falls	46.7	52.4	56.7	55.6	56.8	56.6	59.2	64.1
Charleston	64.8	n/a	72.7	71.9	72.1	74.6	73.2	72.6
Chattanooga	52.3	55.3	59.0	57.5	58.9	58.8	60.3	61.2
Chicago	81.1	86.1	90.8	85.7	90.9	91.2	91.5	92.8
Cincinnati	60.2	n/a	66.1	63.8	65.9	66.9	69.1	66.7
Cleveland	64.4	66.9	68.1	62.9	68.8	68.5	67.6	66.5
Columbus	62.2	65.5	68.7	66.9	67.2	72.7	69.3	66.2
Dallas/Ft. Worth	87.7	92.8	89.2	91.2	90.0	89.3	85.8	85.9
Denver	84.3	86.4	88.9	89.9	88.2	91.0	86.5	83.7
Des Moines	52.5	55.9	55.6	55.9	56.8	56.2	52.1	54.5
Detroit	51.7	58.1	65.6	64.3	66.2	65.9	66.3	71.5
El Paso	57.6	59.0	59.2	58.0	58.0	62.6	58.6	57.8
Ft.Lauderdale/Hollywood/PompanoBeach	74.6	77.7	79.6	76.6	79.7	80.8	80.6	78.6
Grand Rapids	46.7	50.4	53.5	51.7	53.4	54.0	55.7	55.4
Hartford	99.6	129.0	157.4	136.6	157.0	165.4	163.9	166.4
Honolulu	162.1	172.0	186.0	174.0	182.9	190.6	193.3	198.4
Houston	78.6	69.9	65.9	64.7	67.4	67.3	62.8	60.2
Indianapolis	55.0	59.0	62.5	61.6	63.8	62.8	60.7	61.8
Jacksonville	58.4	62.8	65.1	62.7	65.8	66.3	65.2	68.9
Kansas City	61.4	65.4	69.8	72.9	71.1	69.2	68.5	70.9
Knoxville	58.2	60.3	65.4	63.2	66.2	66.1	65.6	66.3
Lansing	50.3	52.4	54.5	53.2	56.0	56.3	53.6	53.4
Las Vegas	75.1	77.5	77.0	76.1	77.9	76.7	76.7	75.7
Los Angeles Area**	n/a	128.8	139.5	130.1	139.6	145.4	145.2	159.9
Louisville	50.6	51.7	51.7	52.1	53.4	53.3	51.5	52.2
Memphis	64.6	70.6	75.0	70.6	76.9	75.2	76.3	77.5
Miami/Hialeah	80.5	81.1	81.1	74.7	84.4	83.5	80.4	78.0
Milwaukee	67.5	69.9	70.5	67.8	71.7	70.9	70.8	72.6
Minneapolis/St Paul	75.2	77.9	80.5	80.4	80.2	80.9	80.6	84.4
Nashville/Davidson	66.1	70.8	75.5	73.4	75.6	75.7	77.2	77.6
New Orleans	n/a	n/a	n/a	n/a	n/a	n/a	74.1	73.0
New York/Northern New Jersey/Long Island	134.0	160.6	183.5	169.4	183.0	190.3	185.1	187.0
Oklahoma City	64.7	63.0	62.3	62.4	65.2	61.4	59.5	56.5
Omaha	58.3	58.8	59.0	57.8	60.0	59.7	57.5	58.3
Orlando	70.3	72.5	76.2	73.6	76.4	72.9	78.7	78.7
Philadelphia	70.8	74.5	81.5	79.8	84.6	84.5	76.9	81.4
Phoenix	74.7	78.4	80.9	78.4	81.4	82.7	80.4	79.0
Pittsburgh	n/a	n/.a	n/.a	n/a	n/a	n/a	n/a	60.9
Portland	61.5	62.6	64.2	62.7	64.3	64.0	66.3	62.9
Providence	67.5	87.6	121.4	102.8	119.7	126.6	127.6	123.3
Riverside/San Bernadino**	87.3	94.5	98.7	91.9	98.3	100.7	101.2	95.5
Rochester	64.2	68.3	72.5	69.5	72.3	74.1	72.8	73.2
St. Louis	65.7	70.9	74.3	71.9	74.7	75.7	73.3	74.1
Salt Lake City/Ogden	66.7	68.5	69.4	68.1	69.5	71.1	67.9	65.3
San Antonio	67.7	69.2	70.2	67.6	72.6	72.1	67.6	63.4
San Diego**	106.4	118.2	128.8	121.1	127.1	131.7	131.8	134.4
San Francisco Bay Area**	n/a	n/a	171.4	161.3	169.9	175.9	176.0	178.8
Seattle/Tacoma	n/a	n/a	82.6	79.0	84.2	82.6	84.2	88.2
Syracuse	58.8	64.3	68.9	65.2	68.1	71.3	70.0	68.1
Tampa/St.Petersburg/Clearwater	58.4	61.1	63.8	59.8	64.9	65.0	63.4	60.2
Toledo	51.9	56.0	56.3	53.4	58.2	56.9	54.7	56.5
Tulsa	66.7	65.5	65.7	64.1	67.4	66.7	63.1	63.5
Washington, DC	97.1	101.6	114.2	106.2	115.0	117.7	121.5	132.4
West Palm Beach/Boca Raton/Delray Beach	88.3	92.6	102.6	96.9	108.8	99.1	102.4	91.5

n/a Not Available r Revised

* All areas are metropolitan statistical areas (MSA) as defined by the US Office of Management and Budget. They include the named central city and surrounding areas. **Provided by the California Association of REALTORS®.

NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED
(Thousands of Units)

Year		Total	In structures with – – 1 unit	2 to 4 units	5 units or more	Regions Northeast	Midwest	South	West
1982		1,062	663	80	320	117	149	591	205
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
1987		1,621	1,146	66	409	269	298	634	420
			Seasonally Adjusted Annual Rates						
1987	Apr	1,635	1,201	66	368	270	300	664	401
	May	1,599	1,125	65	409	296	302	624	377
	Jun	1,583	1,086	85	412	254	285	608	436
	Jul	1,594	1,142	59	393	278	253	635	428
	Aug	1,583	1,109	58	416	249	274	639	421
	Sep	1,679	1,211	49	419	255	309	695	420
	Oct	1,538	1,105	67	366	254	251	622	411
	Nov	1,661	1,129	51	481	269	313	648	431
	Dec	1,399	1,035	51	313	222	281	576	320
1988	Jan	1,382	1,016	53	313	306	226	463	387
	Feb[r]	1,519	1,102	59	358	307	259	593	360
	Mar[r]	1,554	1,176	61	317	291	268	563	432
	Apr[p]	1,561	1,095	58	408	265	328	592	376

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce.

NEW ONE-FAMILY HOUSES SOLD
(Thousands of houses sold during period)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		412	47	48	219	99	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1983		623	76	71	323	152	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1984		639	94	76	309	160	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1985		688	112	82	323	170	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1986		750	136	90	321	190	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1987		671	117	98	272	186	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Apr	733	116	115	301	201	72	10	12	29	20
	May	649	110	86	271	183	62	11	9	25	17
	Jun	641	97	97	268	179	58	9	9	24	15
	Jul	671	117	93	269	191	55	10	8	22	15
	Aug	675	114	88	276	198	56	9	8	22	16
	Sep	644	116	76	271	181	52	10	6	22	13
	Oct	659	118	101	243	197	52	10	8	18	16
	Nov	625	154	89	206	176	43	12	6	14	12
	Dec	586	78	99	240	168	37	5	6	16	11
1988	Jan[r]	579	101	94	206	178	43	7	5	16	15
	Feb[r]	645	113	106	263	163	55	8	8	24	15
	Mar[r]	653	106	85	280	182	67	10	8	30	19
	Apr[p]	679	109	90	288	192	69	10	10	28	21

Components may not agree with totals due to rounding.

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
MONTHS OF APRIL
(Percentage Distribution)

Price Class	Apr 1984	Apr 1985	Apr 1986	Apr 1987^{r}	Apr 1988^{p}
Under $60,000	20	15	10	10	10
$60,000 to $79,999	31	28	24	21	16
$80,000 to $99,999	20	19	26	22	16
$100,000 to $119,999	9	11	12	11	13
$120,000 to $149,999	9	11	10	14	17
$150,000 and over	12	16	18	22	29
Median Sales Price	$79,600	$85,600	$92,500	$96,500	$110,500

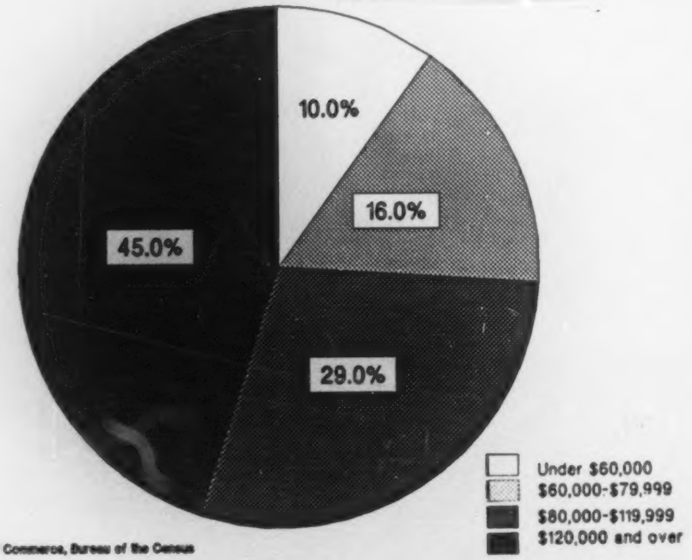
Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
FIRST QUARTER 1987^{p}
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
Under $60,000	6	*	10	12	*
$60,000 to $79,999	23	8	19	27	25
$80,000 to $119,999	32	33	33	31	32
$120,000 and over	39	58	38	30	43
Median Sales Price	$109,000	$142,000	$106,000	$90,000	$124,800

* Insufficient Sample Size
p Preliminary
Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
APRIL 1988 P
(Percentage Distribution)



Source: U.S. Department of Commerce, Bureau of the Census
p Preliminary

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777 14th Street, N.W.
Washington, D.C. 20005

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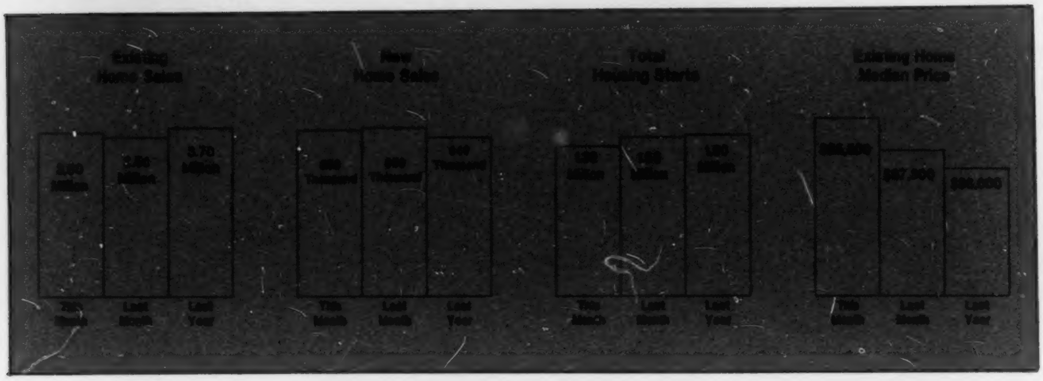
Vol. 2, No. 6 June 1988

Home Sales

Existing and New Single-Family, Apartment Condos and Co-ops

HOME SALES SUMMARY



HIGHLIGHTS

- Home sales did not respond much to a further uptick in mortgage interest rates. Existing home sales increased a modest 3.1 percent while new home sales decreased less than one percent from their April levels
- The supply of new and existing homes availible for sale increased slightly more than one percent from April. The months' supply of existing and new homes on the market changed marginally to 9.3 months and 6.9 months, respectively.
- Housing starts posted a sharp 12.2 percent drop to a seasonally adjusted annual rate of 1,384,000 units.
- The median existing home price hit a new high of $88,600. New home prices drifted slightly lower to $110,000.
- Housing was made slightly less affordable because of an increase in the median price of an existing single-family home and a rise in the mortgage interest rates. The Housing Affordability Index decreased to 113.9.

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SURVEY DESCRIPTION

Publication

1. "Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage

2. Each month the REALTORS®' Economics and Research Division receives data on existing single-family home sales from over 400 Boards of REALTORS® and multiple listing systems. In 1985 data on over 1,590,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	14	South	35
Midwest	28	West	23

Sales Volume

6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium/co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a standard home. Prices are influenced by changes in cost and changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are not seasonally adjusted.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-II Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation—the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium cooperative sales and state home sales are based on a quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

EQUAL HOUSING OPPORTUNITY

THE NATIONAL ASSOCIATION OF REALTORS® is pledged to the letter and spirit of U.S. policy for the achievement of equal housing opportunity throughout the nation. The Association encourages and supports an affirmative advertising and marketing program in which there are no barriers to obtaining housing because of race, color, religion, sex, or national origin.

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Looking Out for Number 1

The Baby Boom. Yuppies. The ME Generation. Dinks (Double income, no kids). In the popular press each of these words and phrases is used to describe a generation destined to change the face of American society because of their sheer numbers (and presumeably their affluence as well). Housing analysts have long held that Americans between the ages of 25 and 34 were prime first-time home buyers. These would currently be younger adults, born between 1954 and 1963, clearly part of this generation. However, these young people are frequently encountering problems making the transition to homeownership.

The decade of the 80s has been particularly trying for these young households. In 1980, a full 55 percent of households in this age group were homeowners. Six years later only 45.4 percent had achieved their dream of homeownership. Some would say that the selfishness and impatience of that generation causes them to purchase consumer items immediately rather than saving for a long-term goal like a home. Others contend that the ability to save cannot keep up with the spiraling home costs. While this column has previously addressed the problems of housing affordability, this time it will focus on those fortunates who are managing to purchase their first home.

In 1987, the NATIONAL ASSOCIATION OF REALTORS conducted a study of recent home purchasers (transactions in late 1986), both first-time and repeat buyers, which enabled the development of a profile of first-time buyers across the country. The information contained in this overview comes both from *The Homebuying and Selling Process*: 1987, and from a forthcoming report on the characteristics of first-time homebuyers, specifically.

In most parts of the country, first-time buyers represented roughly 30 percent of the home transactions in late 1986. However, the torrid pace of housing activity in the Northeast spilled over to buyers who were afraid the market would totally pass them by if they didn't buy now. Accordingly, 36 percent of the transactions in that region were with buyers purchasing their first home.

The first-time buyers were a relatively affluent group, with a median income of $36,000, more than double the income level of renter households generally. Just 10 percent of the first-timers had incomes below $25,000 while 14 percent had household incomes of $60,000 or more. This income level is all the more remarkable when it is realized that the typical first-time homebuyer is not yet 30 years old.

Household composition gives a bit of a clue to this high income level. Over seven out of ten first-time homebuyers are married or at least multiple adult households. While the tendency exhibited by the baby boom generation to postpone marriage and families for awhile, and the attention lavished on the affluent single presumes a growing market share for single-person households in the housing market, the historical pattern of marriage, then buying a house, continues to predominate. Moreover, the average number of incomes in the first-time homebuyer household is 1.6. Surprisingly, the same number of incomes per household are observed in repeat-buyer purchases.

Servicing the first-time homebuyer requires more than an understanding of their ability to afford homes. It requires an understanding of what these buyers are seeking in a home. Three-quarters of the homes purchased by this group are existing homes, typically single-family detached. As expected, the homes purchased are smaller than those acquired by their repeat counterparts, but the typical size is a comfortable 1400 square feet. Consistent with the statistics presented in *Home Sales*, the typical first home purchased has 3-4 bedrooms.

Since the homes purchased by first-time buyers are smaller than those purchased by other households, it comes as no surprise that the prices are somewhat lower as well. This is not to say that the prices were low, because they certainly were not. The median price paid by a first-time buyer was $75,500. It's no wonder that two incomes were usually required or that public policy makers are concerned with the future of owner-occupied housing.

Looking out for number one? It means understanding the potential and limitations of the first-time homebuyer market, and how those buyers can be helped to find a home they can own, even if it is not the home of their dreams. It also means protecting the long-term ability of young households to take a giant step up the ladder of the American Dream by pursuing policies designed to preserve the concept of affordable ownership housing.

Glenn E. Crellin
Division Vice President

The May Housing Market

Housing markets during May showed little reaction to the recent increases in mortgage interest rates. Homebuyers, taking further comfort in good economic news--particularly further reductions in unemployment and increases in exports -- continue to adjust their housing needs. While existing home sales increased a modest 3.1 percent to a seasonally adjusted annual rate of 3,630,000 units, new home sales were marginally lower at a 658,000 unit annualized rate.

All four regions contributed to the increase in existing homes sales during the month with the Northeast, Midwest, and South at their highest levels of the last twelve months. Sales volume in the Northeast climbed 10.4 percent to an annualized rate of 740,000 units. Activity in the Midwest was up a more modest 3.2 percent to a 960,000 unit pace. The South posted the sharpest gain, 18.6 percent to a rate of 1,340,000 units. The West was only slightly above last month's level at a 620,000 annualized rate.

New home sales in May were virtually unchanged from April. When viewed on a regional basis, however, sales were mixed. The Northeast registered a 7.3 percent decrease to a seasonally adjusted annual rate of 101,000 units. By contrast, there was an offsetting increase in the Midwest where volume increased 6.4 percent to an annualized pace of 100,000 units. Activity in the South and West were within one percent of the prior month at rates of 271,000 units and 185,000 units, respectively.

Inventory Available For Sale

As in the case of home sales the total inventory of existing and new homes available for sale showed little change -- increasing a modest 1.4 percent to 3,185,000 units from the April level and consistent with the apparent calm that was over the market in May.

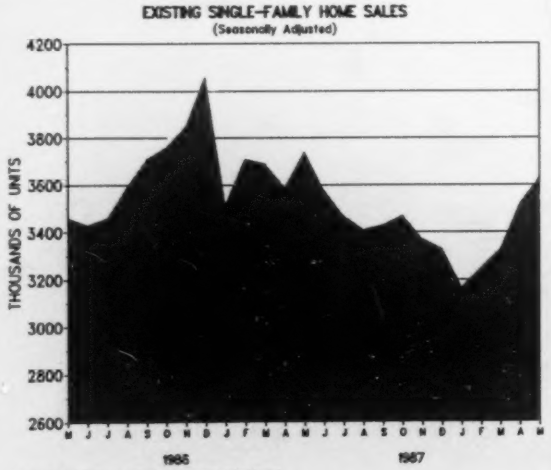
By the same token, the months' supply of existing and new homes on the market in May differed from the prior month by only a tenth of a month. The months' supply of existing and new homes was 9.3 months and 6.9 months, respectively.

Housing Construction

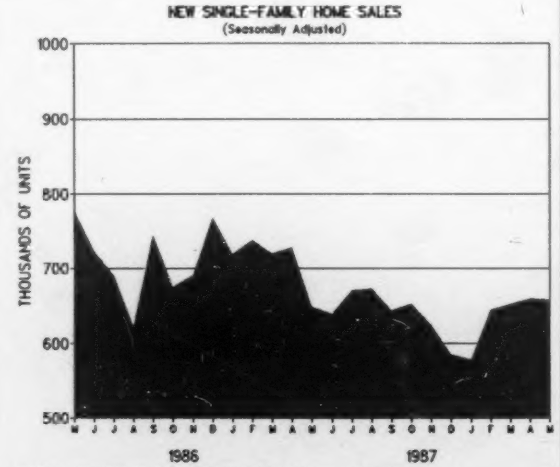
Steady upward pressure on interest rates and adequate inventories of unsold homes discouraged builders starting from new projects this May. New home construction dropped sharply with privately owned housing starts off by 12.2 percent to a seasonally adjusted rate of 1,384,000 -- within 2,000 units of the 12-month low of 1,382,000 units reached in January.

This slowdown in construction was widespread with all four regions of the country reporting decreases. The sharpest declines were in the Northeast and Midwest where starts fell a little over 22 percent to seasonally adjusted annual rates of 206,000 units and 269,000 units, respectively. Declines were moderate in the South and West with decreases of 6.4 percent to 555,000 units and 4.8 percent to 354,000 units, respectively.

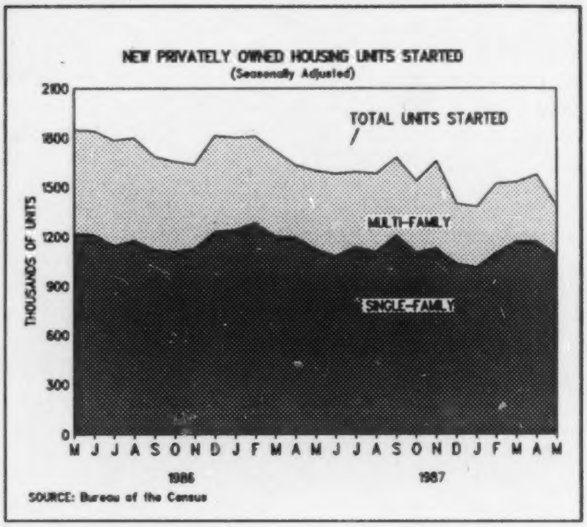
As suspected, last month's sharp rebound in multifamily starts turned out to be an aberration. After touching a rate of 430,000 units, construction of buildings with five or more units dropped back to a seasonally adjusted rate of 333,000 units -- more in line with the average of the first four months of the year.


EXISTING SINGLE-FAMILY HOME SALES
(Seasonally Adjusted)

SOURCE: NATIONAL ASSOCIATION OF REALTORS


NEW SINGLE-FAMILY HOME SALES
(Seasonally Adjusted)

SOURCE: NATIONAL ASSOCIATION OF REALTORS; Bureau of the Census.

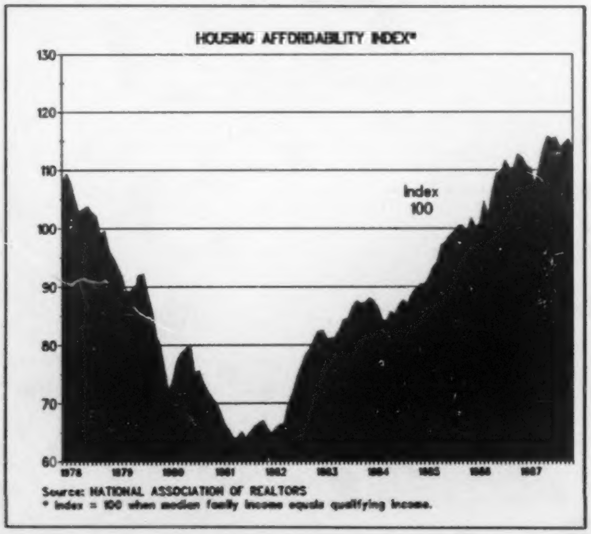


SOURCE: Bureau of the Census

Home Sales Prices

Home sales prices were steady in May with the cost of both types of housing at generally higher levels than a year ago. In fact, the median price of an existing single-family home climbed to a new high of $88,600 after declining for three straight months. Meanwhile, the median price of a new home decreased less than one percent to 110,000.

Prices of resale homes in the three of the four regions reached new all-time highs in May -- the South being the exception. There is still no sign of a significant softening of prices in the Northeast where the median region climbed $10,500 in May to $148,700, 11 percent above May of a year ago. The Midwest and South increased modestly with the Midwest up 1.0 percent to a new high of $68,300 and the South posting an increase of 2.5 percent to $83,100. The West reported a hefty increase of 5.0 percent to $122,000 easily surpassing the previous high of $119,200 reached two months ago.



Source: NATIONAL ASSOCIATION OF REALTORS
* Index = 100 when median family income equals qualifying income.

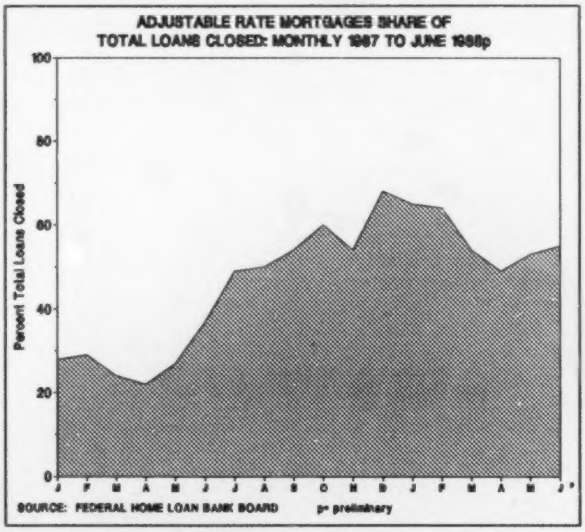
Resale Housing Affordability

Continuing increases in median family income partially offset the combined effect of increases in the median price of an existing single-family home and the mortgage interest rate to keep the Housing Affordability Index well above the 100 level at 113.9.

Currently, the index indicates that a family earning the median family income of $31,810 had 13.9 percent more income than the minimum required to qualify for a conventional loan covering 80 percent of the median existing home price of $88,600.

Despite the decrease in the composite affordability index, the gap between the fixed rate and adjustable rate index represents an 18.1 point spread. This is a modest eight-tenths of a point below last month's level and equal to the average of the past six months. Clearly, those mortgage seekers in need of flexibility still have an opportunity to turn an ARM to their advantage.

In fact, while the popularity of the ARM waned this spring as interest rates began to increase it is still a popular instrument, garnering a 55 percent share of total loans closed. Its highest level of popularity was reached in December 1987, when ARMs accounted for 68 percent of all loans closed. The proportion of ARMs since then gradually declined to 49 percent in April when it reversed.



SOURCE: FEDERAL HOME LOAN BANK BOARD p= preliminary

Condominium/Cooperative Resales

Nationally, first quarter 1988 apartment condominium/cooperative resales reached a seasonally adjusted annual rate of 397,000 units, the highest level since the 403,000 unit pace in the last quarter of 1986 when sales were unusually strong across the country.

Regional comparisons illustrate the broad strength of the market during the period. The Northeast was strongest, posting a sharp 21.5 percent gain to an annualized rate of 209,000 units. The West was next most active with a year-to-year gain of 34.5 percent to 39,000 units. Activity in the Midwest was slightly below the pace of a year ago, slipping 1.5 percent to a 64,000 unit rate.

Apartment condo and co-op prices broke into new high ground in the first quarter, reaching $81,200, 13.4 percent above last month as well as a year ago. Three of the four regions posted higher prices than the preceding quarter. The Northeast edged up less than one percent to $109,400 while the Midwest retreated a modest 1.7 percent to $57,700.

Prices in the South and West were somewhat stronger than the preceding quarter with increases of 10.9 percent to $65,400 and 4.9 percent to $104,200, respectively.

State Home Resales

For the nation as a whole, total first quarter home sales including apartment condominiums and cooperatives decreased a modest 2.1 percent to a seasonally adjusted annual rate of 3,650,000 units, 8.3 percent below the preceding quarter.

It is instructive to note that there is indeed a regional character to housing market activity. This becomes apparent when we group the states on the basis of their quarter-to-quarter market performance. For example, the quarter-to-quarter decline in the overall market can be attributed to the weak performance of states in the South and West. Eleven of the 17 southern states reported lower sales in the first quarter of 1988 with eight states reporting decreases of 10 percent or more. Likewise, 10 of the 13 states in the West registered declines. By contrast, an increasingly vigorous market in the Midwest pushed 10 of that region's 12 states to increases of 10 percent or more. Performance in the Northeast was mixed although overall volume was a little above the previous quarter.

Metropolitan Home Prices

Despite the depressing effect that a struggling oil industry has had on real estate markets in the "oil patch" states – not to mention agricultural ills in the Midwest farm belt–prices in other areas continue to appreciate handsomely, pushing prices to what have become regarded as "astonishingly high" or "unbelievable" levels. Obviously then, as home prices rise, additional areas enter the "select" group with median prices of $150,000 or more. There are now two more metropolitan areas in the group than a year ago. They are Hartford ($166,400) and the Los Angeles Area ($159,900).

The other mets in this group are Orange County (Anaheim/Santa Ana MSA at $183,800), Boston ($176,900), Honolulu ($198,400), New York/Northern New Jersey/Long Island ($187,000), and San Francisco Bay Area ($178,800).

Halvor M. Juul
Director

STATE HOME RESALES
(Change from 4th Quarter 1987)

Down 10% or More
Alabama
Arizona
Arkansas
Florida
Kentucky
Louisiana
Maine
Maryland
Montana
New Hampshire
South Carolina
Texas
Wyoming

Down 0.1 - 9.9%
Alaska
California
Colorado
Delaware
Idaho
Illinois
Massachusetts
Mississippi
Nevada
New Mexico
Oklahoma
Oregon
Pennslyvania
Rhode Island
Tennessees
Wisconsin

Up 0.1 - 9.9%
Connecticut
Georgia
Hawaii
Minnesota
New York
North Carolina
Ohio
Utah
Virginia

Up 10% or More
Distict of Columbia
Indiana
Iowa
Kansas
Michigan
Missouri
Nebraska
New Jersey
North Dakota
South Dakota
Vermont
Washington
West Virginia

METROPOLITAN HOME SALES PRICE
(Change from 1st Quarter 1987)

Down 10% or More
Albuquerque
Baton Rouge
Columbus
Dallas/Ft.Worth
Denver
Des Moines
El Paso
Houston
Kansas City
Las Vegas
Oklahoma City
Salt Lake City/Ogden
San Antonio
Tulsa
West Palm Beach/Boca Raton/Delray Beach

Up 0.1 - 4.9%
Akron
Baltimore
Boston
Charleston, SC
Cincinnati
Ft.Lauderdale/Hollywood/Pompano
Indianapolis
Knoxville
Lansing
Louisville
Miami/Hialeah
Omaha
Philadelphia
Phoenix
Portland
Riverside/San Bernadino
St. Louis
Syracuse
Tampa/St. Petersburg/Clearwater

Up 5.0 - 9.9%
Albany/Schenectady/Troy
Birmingham
Chattanooga
Chicago
Cleveland
Grand Rapids
Jacksonville
Memphis
Milwaukee
Minneapolis/St.Paul
Nashville/Davidson
Orlando
Rochester
Toledo

Up 10% or More
Orange County(Anaheim/Santa Ana MSA)
Buffalo/Niagara Falls
Detroit
Hartford
Honolulu
Los Angeles Area
New York/Northern New Jersey/Long Island
Providence
San Diego
San Francisco Bay Area
Seattle/Tacoma
Washington, DC

UNITED STATES SUMMARY

Year		Single-Family Home Sale (Seasonally Adjusted Annual Rates)		Number of Homes Available for Sale (End of Period)		Months' Supply of Homes on the Market		Median Sales Price of Single-Family Homes	
		Existing	New	Existing	New	Existing	New	Existing	New
1982		1,990,000	412,000	1,910,000	255,000	*	*	$67,800	$ 69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	750,000	1,970,000	361,000	*	*	80,300	92,000
1987		3,526,000	671,000	2,160,000	370,000	*	*	85,600	104,000
1987	May	3,740,000	649,000	2,520,000	356,000	8.1	6.8	$86,000	$104,900
	Jun	3,580,000	640,000	2,390,000	359,000	8.0	6.9	85,900	109,000
	Jul	3,470,000	672,000	2,330,000	359,000	8.1	6.6	88,300	105,000
	Aug	3,410,000	673,000	2,400,000	361,000	8.4	6.6	86,500	106,800
	Sep	3,430,000	644,000	2,370,000	361,000	8.3	6.9	85,500	106,500
	Oct	3,470,000	653,000	2,570,000	360,000	8.9	6.6	84,600	106,500
	Nov	3,370,000	625,000	2,490,000	362,000	8.9	7.1	85,000	117,000
	Dec	3,330,000	586,000	2,160,000	365,000	7.8	7.6	85,400	111,800
1988	Jan	3,170,000	579,000	2,280,000	368,000	8.6	7.7	$87,400	$119,000
	Febr	3,250,000	648,000	2,640,000	359,000	9.8	6.8	88,100	110,900
	Mar^{r}	3,330,000	653,000	2,820,000	374,000	10.2	6.9	87,900	107,000
	Apr^{r}	3,520,000	660,000	2,770,000	371,000	9.4	6.8	87,300	111,000
	May^{p}	3,630,000	658,000	2,810,000	375,000	9.3	6.9	88,600	110,000

r Revised p Preliminary n/a not available * not applicable

Source: New home sales data from Census Bureau, U.S. Department of Commerce.

UNIT VOLUME

EXISTING SINGLE-FAMILY HOME SALES

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1982		1,990,000	354,000	490,000	780,000	366,000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1983		2,719,000	493,000	709,000	1,035,000	481,000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1984		2,868,000	511,000	755,000	1,073,000	529,000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1985		3,214,000	622,000	866,000	1,172,000	554,000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1986		3,565,000	703,000	991,000	1,261,000	610,000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1987		3,526,000	685,000	959,000	1,282,000	600,000	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	May	3,740,000	730,000	1,000,000	1,380,000	630,000	346,000	67,000	95,000	126,000	57,000
	Jun	3,580,000	700,000	930,000	1,300,000	650,000	361,000	72,000	97,000	123,000	69,000
	Jul	3,470,000	690,000	900,000	1,250,000	630,000	333,000	69,000	88,000	119,000	56,000
	Aug	3,410,000	670,000	860,000	1,290,000	590,000	317,000	68,000	81,000	113,000	54,000
	Sep	3,430,000	670,000	890,000	1,290,000	580,000	296,000	63,000	75,000	105,000	53,000
	Oct	3,470,000	660,000	910,000	1,280,000	600,000	301,000	65,000	73,000	108,000	54,000
	Nov	3,370,000	640,000	890,000	1,260,000	560,000	241,000	43,000	55,000	102,000	40,000
	Dec	3,330,000	640,000	880,000	1,240,000	570,000	220,000	39,000	56,000	86,000	40,000
1988	Jan	3,170,000	610,000	920,000	1,090,000	530,000	191,000	37,000	48,000	73,000	31,000
	Feb	3,250,000	660,000	890,000	1,190,000	520,000	220,000	40,000	66,000	81,000	34,000
	Mar	3,330,000	650,000	880,000	1,230,000	570,000	303,000	53,000	86,000	111,000	52,000
	Apr^{r}	3,520,000	670,000	930,000	1,130,000	610,000	322,000	59,000	90,000	120,000	51,000
	May^{p}	3,630,000	740,000	960,000	1,340,000	620,000	344,000	67,000	97,000	125,000	57,000

Components may not agree with totals due to rounding.

r Revised p Preliminary

DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES
(Billions of Dollars)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		$160.2	$ 26.7	$29.7	$ 61.4	$41.8	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1983		225.9	42.1	44.6	84.4	53.4	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1984		246.6	48.4	48.1	90.1	59.6	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1985		291.9	67.8	57.2	103.9	63.1	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1986		351.1	90.5	70.4	116.9	74.6	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1987		374.8	100.6	72.4	123.5	79.9	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
				Seasonally Adjusted Annual Rates					Not Seasonally Adjusted		
1987	May	$404.7	$108.6	$76.8	$135.2	$84.1	$37.2	$9.9	$7.3	$12.4	$7.6
	Jun	387.8	105.8	69.2	125.1	87.7	38.6	10.9	7.3	11.8	9.3
	Jul	386.4	109.1	67.9	123.3	86.1	36.6	11.0	6.6	11.7	7.7
	Aug	368.5	99.9	65.3	123.1	80.2	33.9	10.1	6.2	10.8	7.3
	Sep	368.8	98.7	68.1	123.8	78.2	31.6	9.3	5.7	10.1	7.1
	Oct	373.6	100.1	67.1	124.0	82.4	31.9	9.7	5.4	10.4	7.4
	Nov	360.3	96.2	66.3	121.4	76.4	25.9	6.3	4.1	9.8	5.4
	Dec	358.3	95.0	67.0	118.3	78.0	23.5	5.8	4.3	8.1	5.5
1988	Jan	$344.8	$ 89.7	$72.5	$108.0	$72.7	$20.8	$5.4	$3.7	$ 7.2	$4.2
	Feb	361.1	97.9	68.6	122.4	72.2	24.0	5.9	5.1	8.3	4.7
	Mar	368.1	97.9	67.5	125.3	79.3	33.5	8.0	6.6	11.4	7.2
	Apr^r	382.2	101.4	71.9	123.3	83.2	35.0	8.9	6.9	11.8	6.9
	May^p	406.6	116.3	74.9	133.1	89.1	38.5	10.6	7.5	12.4	8.3

Components may not agree with totals due to rounding.
r Revised p Preliminary

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
				Median					Average(Mean)		
1982		$67,800	$ 63,500	$55,100	$67,100	$ 98,900	$ 80,500	$ 75,400	$60,700	$ 78,700	$114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1987		85,600	133,300	66,000	80,400	113,200	106,300	146,900	75,500	96,300	133,200
1987	May	$86,000	$134,000	$66,500	$81,800	$110,700	$107,500	$148,400	$76,800	$98,200	$132,800
	Jun	85,900	138,100	65,800	80,600	114,700	107,100	151,800	74,800	96,260	134,300
	Jul	88,300	145,800	66,000	81,000	118,500	109,800	158,700	75,500	98,300	137,700
	Aug	86,500	135,700	66,500	80,800	115,100	107,000	148,600	76,400	95,600	135,100
	Sep	85,500	133,000	66,100	79,500	116,100	106,900	146,900	76,500	96,300	134,700
	Oct	84,600	135,300	63,800	80,200	116,400	106,100	148,800	73,500	96,600	136,400
	Nov	85,000	134,500	64,400	79,200	115,400	106,600	146,700	74,800	96,200	135,800
	Dec	85,400	134,300	65,000	78,700	117,800	107,100	147,600	75,900	95,500	137,000
1988	Jan	$87,400	$131,500	$67,800	$80,,700	$117,900	$108,700	$145,800	$78,800	$ 98,700	$137,100
	Feb	88,100	135,600	67,300	84,800	118,600	110,400	147,700	77,200	103,000	138,500
	Mar	87,900	137,800	67,200	83,300	119,200	110,700	150,200	76,900	101,900	140,200
	Apr^r	87,300	138,200	67,600	81,100	116,200	108,700	150,600	77,300	97,900	136,500
	May^p	88,600	148,700	68,300	83,100	122,000	112,100	157,800	77,800	99,500	144,100

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SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS
(Percentage Distribution)

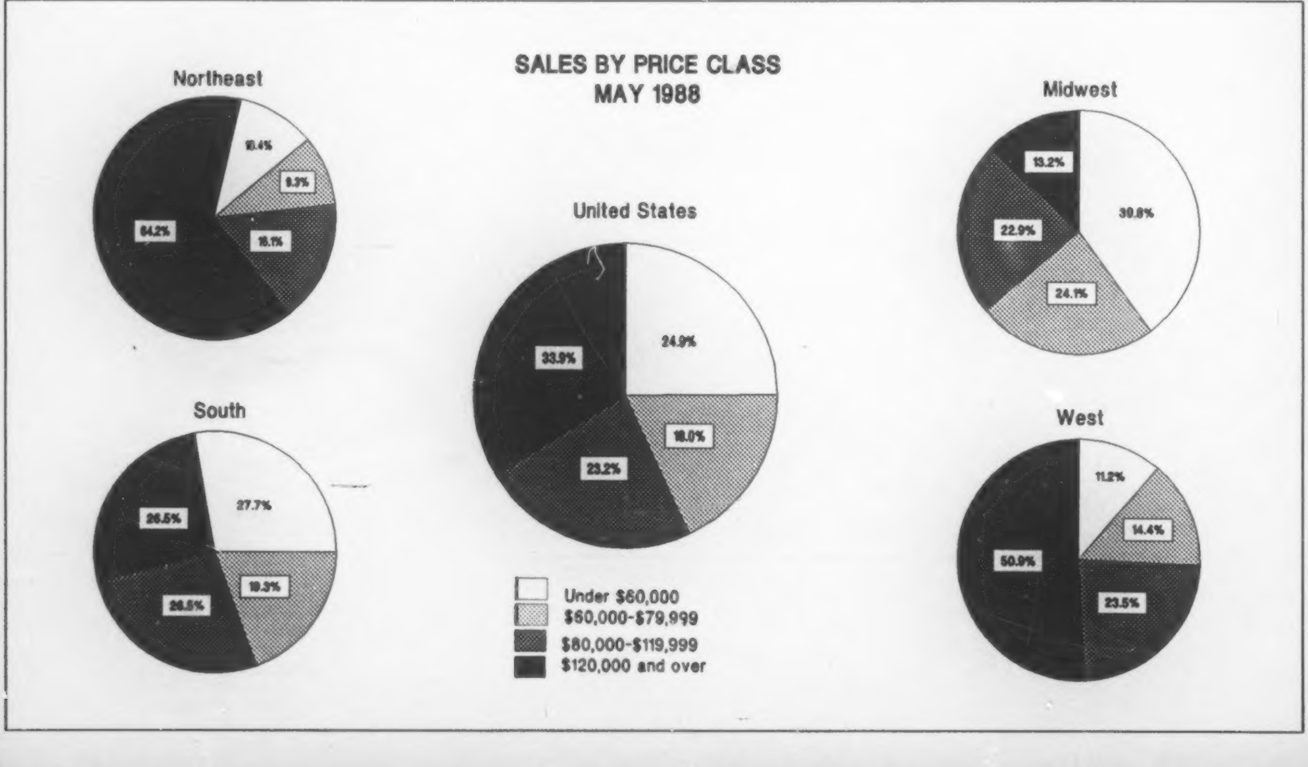
Price Class	May 1984	May 1985	May 1986	May 1987r	May 1988p
$ 19,999 or under	2.0	1.7	1.3	1.3	1.8
$ 20,000-$ 29,999	3.4	3.1	2.2	2.2	2.3
$ 30,000-$ 39,999	7.0	6.4	4.8	4.6	4.9
$ 40,000-$ 49,999	10.0	9.5	7.9	7.4	7.4
$ 50,000-$ 59,999	12.2	11.6	10.2	9.4	8.5
$ 60,000-$ 69,999	12.3	11.9	10.7	10.4	9.0
$ 70,000-$ 79,999	11.1	10.8	10.1	9.5	9.0
$ 80,000-$ 89,999	8.7	9.0	8.7	8.5	8.3
$ 90,000-$ 99,999	6.6	6.5	6.7	6.6	6.0
$100,000-$119,999	8.6	8.7	9.6	9.1	8.9
$120,000-$159,999	9.9	10.9	13.3	13.5	13.4
$160,000-$199,999	4.1	4.5	6.4	6.9	8.0
$200,000-$249,999	2.0	2.4	3.6	4.5	5.1
$250,000 and over	2.1	3.0	4.5	6.1	7.4
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$72,700	$75,200	$83,200	$86,000	$88,600

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS
MAY 1988^p
(Percentage Distribution)

Number of Bedrooms	United States	North-east	Midwest	South	West
2 Bedrooms or less	18.4	16.3	21.2	15.9	20.3
3 Bedrooms	53.3	47.8	55.2	56.2	50.0
4 Bedrooms or more	28.3	35.9	23.6	27.9	29.7
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary



SALES BY PRICE CLASS
MAY 1988

SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS
MAY 1988^p
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	1.8	1.4	3.4	1.4	0.7
$ 20,000 - $ 29,999	2.3	1.1	4.1	2.4	0.8
$ 30,000 - $ 39,999	4.9	1.8	8.1	5.7	1.5
$ 40,000 - $ 49,999	7.4	2.5	11.4	8.7	3.4
$ 50,000 - $ 59,999	8.5	3.6	12.8	9.5	4.8
$ 60,000 - $ 69,999	9.0	4.6	12.3	10.0	6.5
$ 70,000 - $ 79,999	9.0	4.7	11.8	9.3	7.9
$ 80,000 - $ 89,999	8.3	4.6	9.9	9.5	7.0
$ 90,000 - $ 99,999	6.0	3.6	5.9	7.3	5.9
$100,000 - $119,999	8.9	7.9	7.1	9.7	10.6
$120,000 - $159,999	13.4	19.8	7.6	12.9	17.3
$160,000 - $199,999	8.0	17.6	2.7	6.5	10.4
$200,000 - $249,999	5.1	11.2	1.5	3.1	8.7
$250,000 and over	7.4	15.6	1.4	4.0	14.5
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$88,600	$148,700	$68,300	$83,100	$122,000

p Preliminary

HOUSING AFFORDABILITY

Year	Median-Priced Existing Single-Family Home	Mortgage Rate*	Monthly P & I Payment	Payment as % Income	Median Family Income	Qualifying Income**	Affordability Indexes		
							Composite	Fixed	ARM
1982	$67,800	15.38%	$702	35.9%	$23,433	$33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1987	85,600	9.28	565	21.8	31,100	27,101	114.8	108.0	123.0
1987									
May	$86,000	9.27%	$567	22.6%	$30,142	$27,216	110.8	108.0	118.9
Jun	85,900	9.38	572	22.7	30,279	27,448	110.3	104.6	120.9
Jul	88,300	9.41	589	23.3	30,416	28,289	107.5	99.4	116.7
Aug	86,500	9.40	577	22.7	30,553	27,688	110.3	102.1	119.3
Sep	85,500	9.25	563	22.0	30,689	27,010	113.6	104.2	122.2
Oct	84,600	9.22	555	21.6	30,827	26,655	115.7	104.4	124.0
Nov	85,000	9.25	559	21.7	30,963	26,852	115.3	103.8	122.4
Dec	85,400	9.20	560	21.6	31,100	26,860	115.8	104.6	121.4
1988									
Jan	$87,400	9.24%	$575	22.1%	$31,242	$27,586	113.3	102.4	120.1
Feb	88,100	9.16	575	22.0	31,384	27,611	113.7	103.5	120.5
Mar	87,900	9.14	573	21.8	31,526	27,500	114.6	106.3	123.1
Apr^r	87,300	9.21	573	21.7	31,668	27,482	115.2	106.7	125.6
May^p	88,600	9.23	582	22.0	31,810	27,940	113.9	105.0	123.1

r Revised

p Preliminary

* Effective rate on loans closed on existing homes-Federal Home Loan Bank Board.

** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1987		361,000	189,000	64,000	78,000	31,000
1987	I	344,000	172,000	65,000	78,000	29,000
	II	374,000	197,000	55,000	79,000	33,000
	III	370,000	201,000	66,000	73,000	31,000
	IV	340,000	169,000	57,000	81,000	33,000
1988	I[r]	397,000	209,000	64,000	85,000	39,000

r revised

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Sales)

Year		United States	Northeast	Midwest	South	West
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1987		3,887,000	874,000	1,023,000	1,360,000	630,000
1987	I	3,980,000	880,000	1,140,000	1,350,000	620,000
	II	4,010,000	900,000	1,050,000	1,400,000	660,000
	III	3,810,000	880,000	950,000	1,350,000	630,000
	IV	3,730,000	840,000	950,000	1,340,000	610,000
1988	I[r]	3,650,000	850,000	960,000	1,250,000	580,000

r revised

MEDIAN SALES PRICE OF APARTMENT
CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1983		$64,000	$ 61,300	$55,200	$62,000	$ 97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1987		77,800	98,300	61,700	64,100	97,200
1987	I	$71,600	$ 85,600	$59,300	$61,500	$ 89,000
	II	77,700	97,400	59,300	69,000	95,800
	III	80,300	100,000	65,800	62,900	101,500
	IV	78,300	108,800	58,700	59,100	99,300
1988	I[r]	$81,200	$109,400	$57,700	$65,400	$104,200

r revised

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS (Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
				1987				1988
	1985	1986	1987	I	II	III	IV	I
Alabama	59.7	60.8	59.7	59.2	63.9	57.1	59.2	52.4
Alaska	10.0	6.1	7.7	4.8	7.9	8.9	9.1	8.5
Arizona	71.7	73.8	67.3	45.5	84.4	68.6	65.9	53.4
Arkansas	49.8	52.8	48.2	50.7	52.4	46.8	44.0	39.0
California*	407.2	484.6	507.0	439.3	570.1	507.2	515.1	491.5
Colorado	49.3	47.5	46.7	56.3	50.7	40.2	41.8	38.6
Connecticut	56.0	52.0	52.5	51.7	49.9	54.5	50.8	53.6
Delaware	12.3	12.9	13.9	13.5	14.5	14.0	13.4	12.5
District of Columbia	9.9	11.6	10.5	12.3	10.1	10.4	9.3	11.3
Florida	151.3	169.4	184.2	160.1	186.4	179.8	206.1	168.9
Georgia	65.1	75.1	89.0	80.1	104.9	89.7	81.1	88.7
Hawaii	7.9	10.0	11.5	10.7	12.5	11.4	10.9	11.1
Idaho	11.5	11.3	10.9	13.2	10.6	9.4	11.3	10.9
Illinois	140.5	179.2	175.3	172.4	168.6	191.8	178.2	168.6
Indiana	90.1	86.1	89.8	100.2	99.2	83.5	75.2	83.5
Iowa	39.5	46.1	48.3	56.8	47.8	58.0	44.0	58.0
Kansas	47.4	54.4	54.4	62.9	56.0	49.0	47.9	53.6
Kentucky	57.7	58.6	64.1	51.8	63.4	62.8	78.3	66.0
Louisiana	44.1	34.0	40.4	44.0	39.8	41.2	37.8	33.7
Maine	27.1	30.8	35.2	29.5	39.5	35.1	33.4	30.0
Maryland	80.9	86.9	78.5	68.7	78.9	82.3	83.6	72.0
Massachusetts	80.5	84.6	100.5	86.5	113.7	97.2	100.4	96.0
Michigan	167.2	186.6	169.6	194.6	185.7	151.2	151.2	173.8
Minnesota	73.9	96.8	89.4	128.8	78.2	75.2	75.9	78.2
Mississippi	35.5	34.2	34.2	35.5	36.6	34.7	30.8	28.1
Missouri	85.8	88.4	88.4	96.5	90.4	81.3	83.3	94.5
Montana	11.1	11.9	11.6	10.7	12.4	10.5	12.6	9.7
Nebraska	24.5	25.5	23.3	31.0	26.5	20.3	20.3	26.2
Nevada	10.0	11.0	12.2	9.3	13.0	13.9	11.7	11.5
New Hampshire	19.3	20.3	19.2	23.0	13.4	20.4	22.5	16.8
New Jersey	148.8	159.6	157.3	163.1	169.4	160.5	130.0	148.8
New Mexico	19.8	19.5	20.0	21.0	21.3	19.9	17.1	16.5
New York	190.7	216.8	223.9	242.8	240.9	214.4	195.4	206.8
North Carolina	123.3	139.2	140.6	140.4	149.9	140.4	130.9	135.7
North Dakota	8.9	9.5	11.2	15.9	10.0	10.0	11.1	13.0
Ohio	162.5	179.9	180.9	189.6	189.6	166.4	174.1	185.7
Oklahoma	46.8	49.4	44.6	41.5	43.0	46.1	46.8	44.5
Oregon	39.3	45.0	48.5	48.7	45.4	47.4	50.0	48.0
Pennsylvania	210.8	258.3	259.5	267.8	229.8	286.8	275.7	259.9
Rhode Island	13.2	13.5	13.4	12.2	14.0	14.2	12.6	12.5
South Carolina	52.6	58.0	60.9	51.3	68.3	64.0	58.4	43.8
South Dakota	11.3	13.2	13.0	13.7	13.3	12.6	12.8	14.9
Tennessee	99.2	112.0	111.2	109.9	118.7	112.3	103.6	99.6
Texas	203.8	198.9	224.3	201.0	226.5	234.9	237.8	212.3
Utah	15.5	14.6	14.6	17.9	13.7	13.7	14.0	14.0
Vermont	9.9	12.4	13.6	12.8	15.9	13.1	11.9	16.9
Virginia	107.2	130.4	113.0	118.0	118.0	110.3	107.4	111.4
Washington	43.8	50.6	43.6	45.4	41.9	53.2	39.3	45.4
West Virginia	37.7	39.7	36.6	47.0	31.6	37.8	31.0	55.9
Wisconsin	65.5	76.9	73.3	83.1	76.1	59.8	71.4	65.2
Wyoming	6.5	6.1	6.0	6.7	6.6	4.8	6.1	5.1

* Provided by the California Association of REALTORS®.

METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*

(Not Seasonally Adjusted in Thousands of Dollars)

	Years			Quarters				
	1985	1986	1987	1987				1988
Metropolitan Area				I	II	III	IV	I
Akron	$ 52.7	$ 56.2	$ 57.1	$ 54.7	$ 56.9	$ 57.8	$ 58.1	$57.1
Albany/Schenectady/Troy	60.3	72.7	86.4	80.1	86.5	88.6	90.3	87.0
Albuquerque	76.8	81.6	82.6	83.1	82.5	84.4	79.8	79.7
Orange County(Anaheim/Santa Ana MSA)**	136.2	147.7	166.9	156.1	167.3	167.7	174.5	183.8
Baltimore	72.6	74.0	81.1	81.0	76.8	81.9	84.3	83.6
Baton Rouge	74.6	70.9	67.8	68.3	68.1	69.2	65.5	65.7
Birmingham	64.5	68.3	71.6	67.5	72.7	71.6	73.9	73.1
Boston	134.2	159.2	177.2	170.0	176.2	182.2	177.5	176.9
Buffalo/Niagara Falls	46.7	52.4	56.7	55.6	56.8	56.6	59.2	64.1
Charleston	64.8	n/a	72.7	71.9	72.1	74.6	73.2	72.6
Chattanooga	52.3	55.3	59.0	57.5	58.9	58.8	60.3	61.2
Chicago	81.1	86.1	90.8	85.7	90.9	91.2	91.5	92.8
Cincinnati	60.2	n/a	66.1	63.8	65.9	66.9	69.1	66.7
Cleveland	64.4	66.9	68.1	62.9	68.8	68.5	67.6	66.5
Columbus	62.2	65.5	68.7	66.9	67.2	72.7	69.3	66.2
Dallas/Ft. Worth	87.7	92.8	89.2	91.2	90.0	89.3	85.8	85.9
Denver	84.3	86.4	88.9	89.9	88.2	91.0	86.5	83.7
Des Moines	52.5	55.9	55.6	55.9	56.8	56.2	52.1	54.5
Detroit	51.7	58.1	65.6	64.3	66.2	65.9	66.3	71.5
El Paso	57.6	59.0	59.2	58.0	58.0	62.6	58.6	57.8
Ft.Lauderdale/Hollywood/PompanoBeach	74.6	77.7	79.6	76.6	79.7	80.8	80.6	78.6
Grand Rapids	46.7	50.4	53.5	51.7	53.4	54.0	55.7	55.4
Hartford	99.6	129.0	157.4	136.6	157.0	165.4	163.9	166.4
Honolulu	162.1	172.0	186.0	174.0	182.9	190.6	193.3	198.4
Houston	78.6	69.9	65.9	64.7	67.4	67.3	62.8	60.2
Indianapolis	55.0	59.0	62.5	61.6	63.8	62.8	60.7	61.8
Jacksonville	58.4	62.8	65.1	62.7	65.8	66.3	65.2	68.9
Kansas City	61.4	65.4	69.8	72.9	71.1	69.2	68.5	70.9
Knoxville	58.2	60.3	65.4	63.2	66.2	66.1	65.6	66.3
Lansing	50.3	52.4	54.5	53.2	56.0	56.3	53.6	53.4
Las Vegas	75.1	77.5	77.0	76.1	77.9	76.7	76.7	75.7
Los Angeles Area**	n/a	128.8	139.5	130.1	139.6	145.4	145.2	159.9
Louisville	50.6	51.7	51.7	52.1	53.4	53.3	51.5	52.2
Memphis	64.6	70.6	75.0	70.6	76.9	75.2	76.3	77.5
Miami/Hialeah	80.5	81.1	81.1	74.7	84.4	83.5	80.4	78.0
Milwaukee	67.5	69.9	70.5	67.8	71.7	70.9	70.8	72.6
Minneapolis/St Paul	75.2	77.9	80.5	80.4	80.2	80.9	80.6	84.4
Nashville/Davidson	66.1	70.8	75.5	73.4	75.6	75.7	77.2	77.6
New Orleans	n/a	n/a	n/a	n/a	n/a	n/a	74.1	73.0
New York/Northern New Jersey/Long Island	134.0	160.6	183.5	169.4	183.0	190.3	185.1	187.0
Oklahoma City	64.7	63.0	62.3	62.4	65.2	61.4	59.5	56.5
Omaha	58.3	58.8	59.0	57.8	60.0	59.7	57.5	58.3
Orlando	70.3	72.5	76.2	73.6	76.4	72.9	78.7	78.7
Philadelphia	70.8	74.5	81.5	79.8	84.6	84.5	76.9	81.4
Phoenix	74.7	78.4	80.9	78.4	81.4	82.7	80.4	79.0
Pittsburgh	n/a	n/.a	n/.a	n/a	n/a	n/a	n/a	60.9
Portland	61.5	62.6	64.2	62.7	64.3	64.0	66.3	62.9
Providence	67.5	87.6	121.4	102.8	119.7	126.6	127.6	123.3
Riverside/San Bernadino**	87.3	94.5	98.7	91.9	98.3	100.7	101.2	95.5
Rochester	64.2	68.3	72.5	69.5	72.3	74.1	72.8	73.2
St. Louis	65.7	70.9	74.3	71.9	74.7	75.7	73.3	74.1
Salt Lake City/Ogden	66.7	68.5	69.4	68.1	69.5	71.1	67.9	65.3
San Antonio	67.7	69.2	70.2	67.6	72.6	72.1	67.6	63.4
San Diego**	106.4	118.2	128.8	121.1	127.1	131.7	131.8	134.4
San Francisco Bay Area**	n/a	n/a	171.4	161.3	169.9	175.9	176.0	178.8
Seattle/Tacoma	n/a	n/a	82.6	79.0	84.2	82.6	84.2	88.2
Syracuse	58.8	64.3	68.9	65.2	68.1	71.3	70.0	68.1
Tampa/St.Petersburg/Clearwater	58.4	61.1	63.8	59.8	64.9	65.0	63.4	60.2
Toledo	51.9	56.0	56.3	53.4	58.2	56.9	54.7	56.5
Tulsa	66.7	65.5	65.7	64.1	67.4	66.7	63.1	63.5
Washington, DC	97.1	101.6	114.2	106.2	115.0	117.7	121.5	132.4
West Palm Beach/Boca Raton/Delray Beach	88.3	92.6	102.6	96.9	108.8	99.1	102.4	91.5

n/a Not Available

* All areas are metropolitan statistical areas (MSA) as defined by the US Office of Management and Budget. They include the named central city and surrounding areas. **Provided by the California Association of REALTORS®.

NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED
(Thousands of Units)

Year		Total	In structures with – – 1 unit	2 to 4 units	5 units or more	Regions Northeast	Midwest	South	West
1982		1,062	663	80	320	117	149	591	205
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
1987		1,621	1,146	66	409	269	298	634	420
			Seasonally Adjusted Annual Rates						
1987	May	1,599	1,125	65	409	296	302	624	377
	Jun	1,583	1,086	85	412	254	285	608	436
	Jul	1,594	1,142	59	393	278	253	635	428
	Aug	1,583	1,109	58	416	249	274	639	421
	Sep	1,679	1,211	49	419	255	309	695	420
	Oct	1,538	1,105	67	366	254	251	622	411
	Nov	1,661	1,129	51	481	269	313	648	431
	Dec	1,399	1,035	51	313	222	281	576	320
1988	Jan	1,382	1,016	53	313	306	226	463	387
	Feb	1,519	1,102	59	358	307	259	593	360
	Mar^{r}	1,529	1,172	57	300	290	262	572	405
	Apr^{r}	1,576	1,172	58	430	265	346	593	372
	May^{p}	1,384	1,088	63	333	206	269	555	354

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce.

NEW ONE-FAMILY HOUSES SOLD
(Thousands of houses sold during period)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		412	47	48	219	99	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1983		623	76	71	323	152	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1984		639	94	76	309	160	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1985		688	112	82	323	170	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1986		750	136	90	321	190	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
1987		671	117	98	272	186	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	May	649	110	86	271	183	62	11	9	25	17
	Jun	641	97	97	268	179	58	9	9	24	15
	Jul	671	117	93	269	191	55	10	8	22	15
	Aug	675	114	88	276	198	56	9	8	22	16
	Sep	644	116	76	271	181	52	10	6	22	13
	Oct	659	118	101	243	197	52	10	8	18	16
	Nov	625	154	89	206	176	43	12	6	14	12
	Dec	586	78	99	240	168	37	5	6	16	11
1988	Jan	579	101	94	206	178	43	7	5	16	15
	Feb^{r}	648	112	108	264	164	55	8	8	24	15
	Mar^{r}	653	109	89	275	180	67	10	9	29	19
	Apr^{r}	660	109	94	273	184	66	10	10	27	20
	May^{p}	658	101	100	271	185	62	20	11	24	17

Components may not agree with totals due to rounding.

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
MONTHS OF MAY
(Percentage Distribution)

Price Class	May 1984	May 1985	May 1986	May 1987r	May 1988p
Under $60,000	17	18	10	10	7
$60,000 to $79,999	30	32	25	17	13
$80,000 to $99,999	19	19	23	19	20
$100,000 to $119,999	9	8	12	14	14
$120,000 to $149,999	10	10	11	16	16
$150,000 and over	15	13	20	24	29
Median Sales Price	$81,400	$80,100	$92,100	$104,900	$110,000

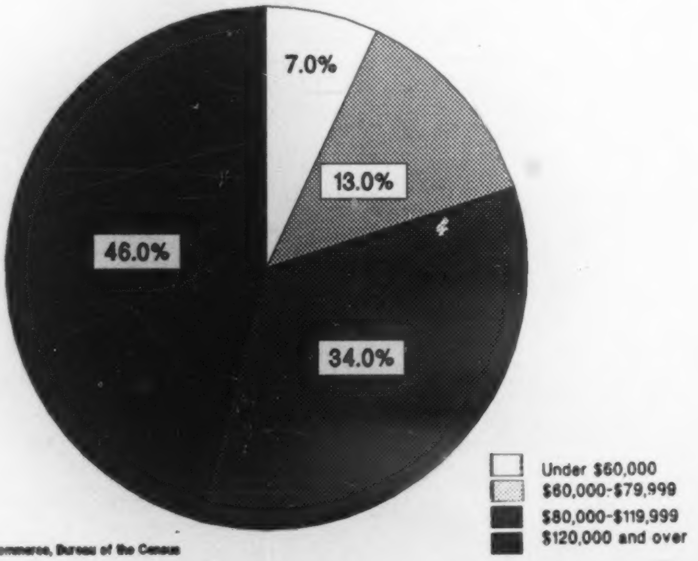
Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
FIRST QUARTER 1987^p
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
Under $60,000	6	*	10	12	*
$60,000 to $79,999	23	8	19	27	25
$80,000 to $119,999	32	33	33	31	32
$120,000 and over	39	58	38	30	43
Median Sales Price	$109,000	$142,000	$106,000	$90,000	$124,800

* Insufficient Sample Size
p Preliminary
Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
MAY 1988 P
(Percentage Distribution)



Source: U.S. Department of Commerce, Bureau of the Census
p Preliminary

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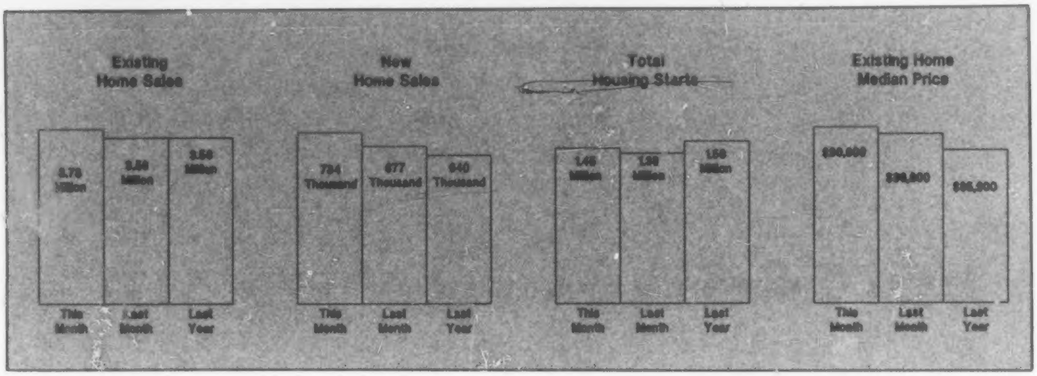
Vol. 2, No. 7 July 1988

Home Sales

Existing and New Single-Family, Apartment Condos and Co-ops

HOME SALES SUMMARY



HIGHLIGHTS

- Home sales increased unexpectedly in June. Sales of both existing and new homes reached their highest levels of the year with resales up 5.3 percent and new home sales jumping 8.4 percent.
- The inventory of unsold homes decreased 3.3 percent to a total 3,010,000 units. The months' supply of existing homes and new homes on the market slipped to 8.4 months and 6.2 months, respectively, the lowest level of the year.
- Housing starts regained a portion of May's lost ground by rebounding 5.1 percent to a seasonally adjusted annual rate of 1,454,000 units. This overall increase reflected a 102,000 unit rise in the rate of single-family unit starts.
- Home prices were strong in June with the median existing home price hitting a new high of $90,600, $1,800 above the previous high of $88,800 set last month. The median price of a new home was $117,800, $1,200 below the record high $119,000 set last January.
- Housing affordability was adversely affected by a further increase in mortgage interest rates and home prices. The Housing Affordability Index decreased 2.6 points to 111.1.

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ECONOMICS AND RESEARCH DIVISION
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SURVEY DESCRIPTION

Publication

1. "Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage

2. Each month the REALTORS® Economics and Research Division receives data on existing single-family home sales from over 400 Boards of REALTORS® and multiple listing systems. In 1985 data on over 1,590,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	14	South	35
Midwest	28	West	23

Sales Volume

6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium/co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a *standard home*. Prices are influenced by changes in cost *and* changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are *not seasonally adjusted*.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading day variation (the number of Mondays, Tuesdays, etc., in a particular month). This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium/cooperative sales and state home sales are based on a quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

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Going Up!

In years gone by, the cry of the elevator operator meant the elevator was about the only thing going up, but times have changed. People living in the major metropolitan areas of the east and west coasts of the United States may presume this column is about skyrocketing home prices. It's not. This month's focus is on households purchasing a home for at least a second time. Generally, they are moving up the housing ladder to larger, fancier homes.

Home builders are acutely aware of the move-up buyer. Government statistics on new homes have shown price increases of more than ten percent in each of the last two years. The same set of statistics, when adjusted for housing quality, have shown increases of roughly 5-6 percent, about the same as for existing homes. The quality changes which are being observed are larger homes, larger lots, and more features (e.g., hot tubs, larger refrigerators, microwave ovens), and a multitude of conveniences designed with today's two-income household in mind.

To some extent these "extras" are required to convince some households to go ahead and purchase a home. In previous generations homeowners were former renters in crowded apartments in the middle of the city. Now, however, these renters are often found in suburban apartment complexes. The apartments themselves are more spacious and the complex frequently provides a swimming pool, exercise room, and community spaces, along with well landscaped grounds. The starter bungalow represents a significant change in lifestyle.

Once they have joined the ranks of the homeowners the real changes begin, and these households frequently move again in a few years. Our research clearly points out that many of the families that have a significant equity in their home are taking advantage of the opportunity to further enhance asset accumulation by moving up to a larger home.

Repeat buyer households are clearly a more mature clientele. The buyers are older, more likely to be married, and have more dependents. It is therefore not surprising that the homes they purchase are larger and more expensive -- not only more expensive than what is being purchased by current first-time buyers, but also more costly than their previous home. The average size home purchased by repeat buyers is 500 square feet larger than the starter home, over one-third larger.

Not only are these homes larger and generally more expensive (repeat buyers spend nearly 50 percent more on their homes), but those homes are more costly on a per-square foot basis. This implies they are both newer and have more amenities than those purchased by first-time buyers.

Granted, the incomes of repeat buyers are higher than their counterparts just entering the ranks of homeowners. In fact, the average income of a repeat buyer is 50 percent higher than the first–time buyer. Purchasing a home half again as expensive with an income half again as high should produce monthly payments half again as high. Right? Wrong! The average payment for a repeat homebuyer is only 20 percent higher than for the first-time buyer. The difference is the ability of the repeat buyer to transfer their equity from one home to the next.

Thus, the skyrocketing home prices are less of a problem for current homeowners who are going up in a glass enclosed elevator of their own, than for renters who desperately want to own their own home but dejectedly stand on the ground watching the cash needed for a reasonable down payment, not to mention the qualifying income required to carry a mortgage, also respond to the elevator operator's cry "Going Up!"

Glenn E. Crellin
Division Vice President
Economics and Research Division

JUNE HOUSING MARKETS

Housing markets exhibited surprising strength in June. Good economic news tended to outweigh the recent succession of interest rate hikes with increased levels of activity registered by homebuilders and homebuyers alike. During the month, sales of both existing and new homes were at their highest levels of the year with resales at a seasonally adjusted annual rate of 3,780,000 units and new homes at an annualized rate of 734,000 units, for month-to-month gains of 5.3 percent and 8.4 percent, respectively. Furthermore, the rate of existing home sales has increased every month since January of this year. We should bear in mind, however, that these rosy statistics could fade rapidly if interest rates continue to move upward and buyers begin to have trouble qualifying for loans.

Three of the four regions posted month-to-month increases in sales volume while all equalled or surpassed last year's pace. Activity in the Northeast slipped a modest 2.8 percent to an annualized rate of 700,000 units. By contrast, the other three regions registered solid gains with the Midwest jumping 8.7 percent to a 1,000,000 unit annualized rate and the South and West reporting monthly gains of 9.2 percent to 1,430,000 units and 7.8 percent to 690,000 transactions, respectively.

While nationwide new home sales were up sharply from last month there were wide variations among the regions. Much of the strength of the overall new homes statistic was due to sharp increases in the Northeast and West with gains of 15.5 percent to a 119,000 unit annualized rate and 28.9 percent to a 245,000 unit rate, respectively. New home sales in the South were up a modest 4.4 percent to a 273,000 unit rate while sales in the Midwest were virtually unchanged at a 97,000 unit pace.

Home Sales Volume in the First Half of 1988

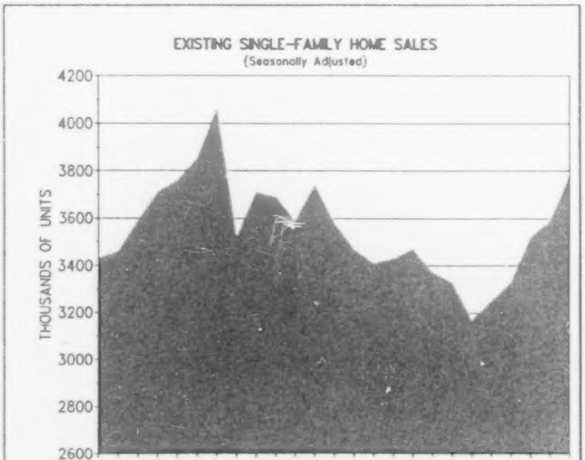
During the first six months of 1988, existing home sales totaled 1,756,000 units, moderately below the 1,822,000 units sold during the same period in 1987. The decrease was shared by all four regions with the largest decline being registered in the Midwest where sales fell 8.5 percent to 486,000 units. The next largest decline occurred in the Northeast where sales decreased 3.8 percent to 325,000 units. Activity was marginally lower in the South and West where there were declines of 1.1 percent and 1.0 percent respectively.

New home sales generally paralleled existing homes during the first half of the year. While existing home sales have dropped 3.6 percent new home sales decreased by a nearly identical 3.5 percent to 364,000 transactions. This weakness extended to three of the four regions with the greatest decrease in the Midwest where sales dropped 7.3 percent to a total 51,000 units. The Northeast and South reported nearly identical declines of 5.0 and 5.1 percent to 57,000 units and 148,000 units, respectively. The West countered with a 1.9 percent, gain to 107,000 transactions.

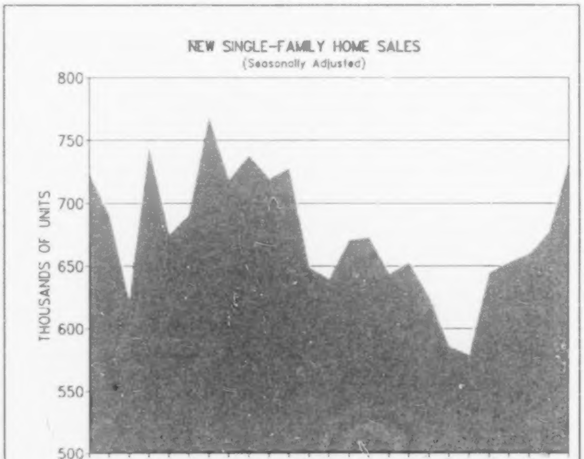
Inventory Available for Sale

The increase in home sales during June was reflected in the inventory of homes available for sale. The total number of unsold homes decreased by 102,000 units to 3,010,000 with existing homes declining to 2,640,000 units and new homes slipping to 370,000.

The months' supply of homes on the market was also trimmed during the month and is now at its lowest level of the year. The available supply of existing homes now stands at 8.4 months' while that for new homes is 6.2 months.



SOURCE: NATIONAL ASSOCIATION OF REALTORS



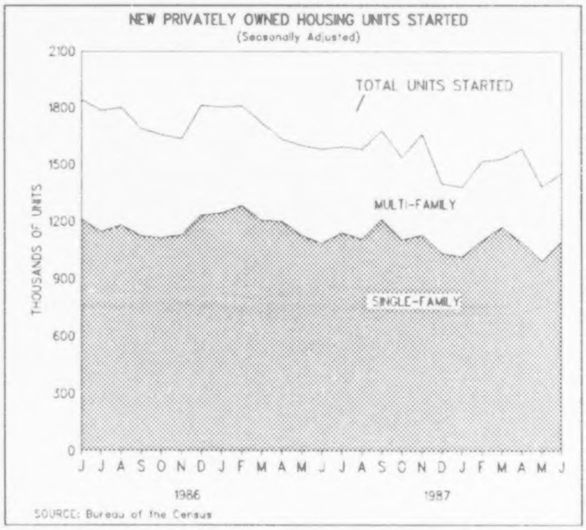
SOURCE: NATIONAL ASSOCIATION OF REALTORS; Bureau of the Census

Housing Construction

There were also signs of strength in new construction in June. This market seemed to ignore the gradual but small increases in interest rates of the past three months by staging an impressive performance for the month. While this is encouraging behavior it may be a little more than a rebound from the very steep drop that occurred in May. June privately owned housing starts climbed 5.1 percent to a total 1,454,000 units compared to May's 12.6 percent drop which makes the June figure a little suspect at this time.

The real strength of this month's activity is in the construction of one-unit structures which posted a 10.2 percent jump to a seasonally adjusted annual rate of 1,098,000 units, pretty much back into the range of activity of the preceding five months of the year.

Perhaps what is most significant about this month's data is the further weakness in multifamily housing construction. Construction of structures with 5 units or more dropped 9.5 percent to 296,000 units, 28.2 percent below the level of a year ago and the lowest it's been in the past 12 months. This is also a continuation of the irregular downtrend that began in 1987 after the passage of the 1986 Tax Reform Bill.



SOURCE: Bureau of the Census

The level of activity varied across the regions with the Northeast reporting the strongest month-to-month increase, up 17.6 percent to a seasonally adjusted annual rate of 241,000 units. Increases were also posted by the West and South, with gains of 7.9 percent to a 384,000 unit rate and 2.9 percent to 572,000 unit rate, respectively. The Midwest reported a decreases of 3.7 percent to an annualized rate of 257,000 units.

The total volume of housing starts in the first half of 1988 was a disappointing 738,900 units, 10.9 percent below the first half of 1987. This decrease was shared by all regions of the country. The Northeast was down the least, 7.7 percent to a seasonally adjusted annual rate of 119,300 units. Starts in the other three regions were 10 percent to 13 percent below the 1987 level.

Home Sales Prices

Home prices continued to look strong in June with existing home prices in new high ground and new home prices a shade below their all-time high. The median price of an existing single family home increased $1,800 to a new high of a $90,600 in June, 5.5 percent above the same month of last year. The new home median price rose to $117,800, just below the January high of $119,000.

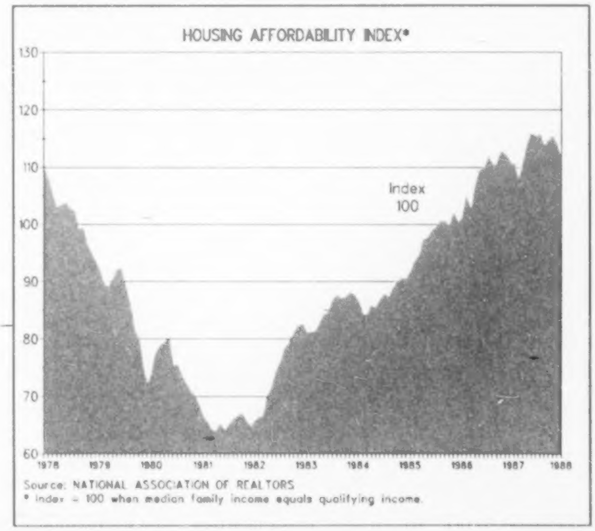
Regional comparisons show that three of the four regions posted new all-time highs. In fact, prices were up from last month and the same month a year ago in all four regions. However, the increases are now more evenly shared, especially now that appreciation has moderated considerably in the Northeast. Prices were strongest in the West which posted a 9.1 percent gain to $125,100. The next highest increase was in the Midwest which reported a 7.3 percent gain to $70,600. The Northeast and South followed with increases of 5.9 percent to $146,300 and 4.3 percent to $84,100, respectively.

Resale Housing Affordability

Increasing interest rates and home prices have pushed the Housing Affordability Index lower for the second straight month despite steady gains in median family income.

The June affordability index now stands at 111.1. This means that a family earning the median income of $31,952 has 111.1 percent of the income necessary to qualify for a conventional loan covering 80 percent of the median existing home price of $90,600.

Although the Affordability Index has moved lower over the past two months, the spread between the fixed rate index and adjustable-rate index has stayed around 18 points keeping the adjustable rate mortgage as an attractive alternative.



Source: NATIONAL ASSOCIATION OF REALTORS
* Index = 100 when median family income equals qualifying income.

Condominium/Cooperative Resales

The pace of the apartment condominium/cooperative market slackened in the second quarter after reaching a historic high level in the first quarter. Nationwide condo/coop resales decreased to a seasonably adjusted annual rate of 361,000 units, 9.1 percent below the previous quarter.

Regional comparisons point to a mixed pattern of activity. The Northeast region reported a 12.4 percent drop to an annualized rate of 183,000 units while the South posted an even larger drop of 34.1 percent to a rate of 56,000 – the lowest since the first quarter of 1985. On the positive side, the Midwest reported a 15.6 percent increase to a 74,000 unit pace, while sales in the West jumped 20.5 percent to an annualized rate of 20,500 units.

The median price of an apartment condo/coop followed the direction of detached housing by increasing to a new high of $84,000, 3.4 percent above the first quarter. Prices were higher in all four regions with the Northeast and Midwest reaching new highs. The median price of an apartment condo/coop in the Northeast rose 1.6 to $111,200 and the price in the West increased 3.9 percent to $108,300. Prices in the Midwest gained 5.5 percent to $60,900 while they crept up less than one percent in the South to $65,900.

State Home Resales

Nationwide existing single-family home sales including apartment condominiums and cooperatives posted a strong advance in the second quarter. Total volume reached a seasonally adjusted annual rate of 3,990,000, slightly below the historic high of 4,010,000 transactions reached in the second quarter of last year.

The strength extended across all four regions of the country with the West hitting a new high rate of 690,000 units, up 20 percent from the first quarter. While sales increased in the Northeast – up 3.5 percent to an annualize rate of 88,000 units – the gain wasn't as great as in the other three regions. The Midwest and South posted strong increases of 6.3 percent to a 1,020,000 pace and 8.0 percent to a 1,350,000 rate, respectively. Further comparisons show that the states posting quarterly increases exceeded those with decreases by a margin of 2 to 1.

The five states with the greatest percentage gain were South Carolina, Colorado, Arkansas, Rhode Island, and New Mexico. The five states with the greatest percentage losses were New Hampshire, North Dakota, Nebraska, Missouri, and Louisiana.

Metropolitan Home Prices

With the exception of fourteen metropolitan areas in the South and West – including the oil patch – home prices in all 60 surveyed metropolitan areas increased in the second quarter of 1988 when compared with the second quarter of 1987. Some of the Northeastern states which used to be among the regulars in the highest price appreciation group (up 10% or more) have slipped a notch or two and are reporting increases of less than ten percent. Noteworthy examples are: Boston, Hartford, Providence and New York/Northern New Jersey/Long Island metro areas.

Halvor M. Juul,
Director of Surveys

STATE HOME RESALES
(Change from 1st Quarter 1988)

Down 10% or More
- Louisiana
- Missouri
- Nebraska
- New Hampshire
- North Dakota

Down 0.1 - 9.9%
- Alabama
- Alaska
- District of Columbia
- Georgia
- Hawaii
- Iowa
- Kansas
- Nevada
- North Carolina
- Utah
- West Virginia

Up 0.1 - 9.9%
- Connecticut
- Florida
- Idaho
- Illinois
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Montana
- New Jersey
- New York
- Ohio
- Oklahoma
- Pennsylvania
- South Dakota
- Tennessee
- Texas
- Virginia
- Washington

Up 10% or More
- Arizona
- Arkansas
- California
- Colorado
- Delaware
- Indiana
- Kentucky
- Maine
- Mississippi
- New Mexico
- Oregon
- Rhode Island
- South Carolina
- Vermont
- Wisconsin
- Wyoming

METROPOLITAN HOME SALES PRICE
(Change from 2nd Quarter 1987)

Down 10%
- Albuquerque
- Baton Rouge
- Dallas/Ft. Worth
- Denver
- Ft. Lauderdale/Hollywood/Pompano Beach
- Houston
- Knoxville
- Miami/Hialeah
- Oklahoma City
- Omaha
- Phoenix
- Salt Lake City/Ogden
- San Antonio
- Tulsa

Up 0.1 - 4.9%
- Albany/Schenectady/Troy
- Boston
- Charleston, SC
- Cleveland
- El Paso
- Indianapolis
- Jacksonville
- Kansas City
- Lansing
- Las Vegas
- Louisville
- Memphis
- Nashville/Davidson
- New York/Northern New Jersey/Long Island
- Orlando
- Portland
- Rochester
- Tampa/St.Petersburg/Clearwater
- Toledo
- West Palm Beach/Boca Raton/Delray Beach

Up 5.0 - 9.9%
- Akron
- Birmingham
- Chattanooga
- Chicago
- Cincinnati
- Columbus
- Des Moines
- Detroit
- Grand Rapids
- Hartford
- Honolulu
- Milwaukee
- Minneapolis/St.Paul
- Philadelphia
- Providence
- Riverside/San Bernadino
- St. Louis

Up 10% or More
- Orange County(Anaheim/Santa Ana MSA)
- Baltimore
- Buffalo/Niagara Falls
- Los Angeles Area
- San Diego
- San Francisco Bay Area
- Seattle/Tacoma
- Syracuse
- Washington, DC

UNITED STATES SUMMARY

Year		Single-Family Home Sale (Seasonally Adjusted Annual Rates) Existing	New	Number of Homes Available for Sale (End of Period) Existing	New	Months' Supply of Homes on the Market Existing	New	Median Sales Price of Single-Family Homes Existing	New
1982		1,990,000	412,000	1,910,000	255,000	*	*	$67,800	$ 69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	750,000	1,970,000	361,000	*	*	80,300	92,000
1987		3,526,000	671,000	2,160,000	370,000	*	*	85,600	104,000
1987	Jun	3,580,000	640,000	2,390,000	359,000	8.0	6.9	$85,900	$109,000
	Jul	3,470,000	672,000	2,330,000	359,000	8.1	6.6	88,300	105,000
	Aug	3,410,000	673,000	2,400,000	361,000	8.4	6.6	86,500	106,800
	Sep	3,430,000	644,000	2,370,000	361,000	8.3	6.9	85,500	106,500
	Oct	3,470,000	653,000	2,570,000	360,000	8.9	6.6	84,600	106,500
	Nov	3,370,000	625,000	2,490,000	362,000	8.9	7.1	85,000	117,000
	Dec	3,330,000	586,000	2,160,000	365,000	7.8	7.6	85,400	111,800
1988	Jan	3,170,000	579,000	2,280,000	368,000	8.6	7.7	$87,400	$119,000
	Feb^r	3,250,000	648,000	2,640,000	359,000	9.8	6.8	88,100	110,900
	Mar^r	3,330,000	664,000	2,820,000	372,000	10.2	6.8	87,900	108,900
	Apr^r	3,520,000	681,000	2,770,000	368,000	9.4	6.6	87,300	111,000
	May^r	3,590,000	677,000	2,740,000	372,000	9.2	6.7	88,800	110,000
	Jun^p	3,780,000	734,000	2,640,000	370,000	8.4	6.2	90,600	117,800

r Revised p Preliminary n/a not available * not applicable

Source: New home sales data from Census Bureau, U.S. Department of Commerce.

UNIT VOLUME

EXISTING SINGLE-FAMILY HOME SALES

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		1,990,000	354,000	490,000	780,000	366,000					
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
1987		3,526,000	685,000	959,000	1,282,000	600,000					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Jun	3,580,000	700,000	930,000	1,300,000	650,000	361,000	72,000	97,000	123,000	69,000
	Jul	3,470,000	690,000	900,000	1,250,000	630,000	333,000	69,000	88,000	119,000	56,000
	Aug	3,410,000	670,000	860,000	1,290,000	590,000	317,000	68,000	81,000	113,000	54,000
	Sep	3,430,000	670,000	890,000	1,290,000	580,000	296,000	63,000	75,000	105,000	53,000
	Oct	3,470,000	660,000	910,000	1,280,000	600,000	301,000	65,000	73,000	108,000	54,000
	Nov	3,370,000	640,000	890,000	1,260,000	560,000	241,000	43,000	55,000	102,000	40,000
	Dec	3,330,000	640,000	880,000	1,240,000	570,000	220,000	39,000	56,000	86,000	40,000
1988	Jan	3,170,000	610,000	920,000	1,090,000	530,000	191,000	37,000	48,000	73,000	31,000
	Feb	3,250,000	660,000	890,000	1,190,000	520,000	220,000	40,000	66,000	81,000	34,000
	Mar	3,330,000	650,000	880,000	1,230,000	570,000	303,000	53,000	86,000	111,000	52,000
	Apr	3,520,000	670,000	930,000	1,130,000	610,000	322,000	59,000	90,000	120,000	51,000
	May^r	3,590,000	720,000	920,000	1,310,000	640,000	344,000	65,000	93,000	123,000	60,000
	Jun^p	3,780,000	700,000	1,000,000	1,430,000	690,000	376,000	71,000	103,000	134,000	71,000

Components may not agree with totals due to rounding.
r Revised p Preliminary

DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES
(Billions of Dollars)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		$160.2	$ 26.7	$29.7	$ 61.4	$41.8					
1983		225.9	42.1	44.6	84.4	53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
1987		374.8	100.6	72.4	123.5	79.9					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Jun	$387.8	$105.8	$69.2	$125.1	$87.7	$38.6	$10.9	$7.3	$11.8	$9.3
	Jul	386.4	109.1	67.9	123.3	86.1	36.6	11.0	6.6	11.7	7.7
	Aug	368.5	99.9	65.3	123.1	80.2	33.9	10.1	6.2	10.8	7.3
	Sep	368.8	98.7	68.1	123.8	78.2	31.6	9.3	5.7	10.1	7.1
	Oct	373.6	100.1	67.1	124.0	82.4	31.9	9.7	5.4	10.4	7.4
	Nov	360.3	96.2	66.3	121.4	76.4	25.9	6.3	4.1	9.8	5.4
	Dec	358.3	95.0	67.0	118.3	78.0	23.5	5.8	4.3	8.1	5.5
1988	Jan	$344.8	$ 89.7	$72.5	$108.0	$72.7	$20.8	$5.4	$3.7	$ 7.2	$4.2
	Feb	361.1	97.9	68.6	122.4	72.2	24.0	5.9	5.1	8.3	4.7
	Mar	368.1	97.9	67.5	125.3	79.3	33.5	8.0	6.6	11.4	7.2
	Apr	382.2	101.4	71.9	123.3	83.2	35.0	8.9	6.9	11.8	6.9
	May[r]	398.8	112.0	72.7	129.6	91.3	38.2	10.2	7.3	12.1	8.6
	Jun[p]	435.5	110.1	82.4	148.8	100.3	43.3	11.1	8.5	13.9	10.4

Components may not agree with totals due to rounding.
r Revised p Preliminary

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
				Median					Average (Mean)		
1982		$67,800	$ 63,500	$55,100	$67,100	$ 98,900	$ 80,500	$ 75,400	$60,700	$ 78,700	$114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1987		85,600	133,300	66,000	80,400	113,200	106,300	146,900	75,500	96,300	133,200
1987	Jun	$ 85,900	$138,100	$ 65,800	$ 80,600	$114,700	$107,100	$151,800	$ 74,800	$ 96,200	$134,300
	Jul	88,300	145,800	66,000	81,000	118,500	109,800	158,700	75,500	98,300	137,700
	Aug	86,500	135,700	66,500	80,800	115,100	107,000	148,600	76,400	95,600	135,100
	Sep	85,500	133,000	66,100	79,500	116,100	106,900	146,900	76,500	96,300	134,700
	Oct	84,600	135,300	63,800	80,200	116,400	106,100	148,800	73,500	96,600	136,400
	Nov	85,000	134,500	64,400	79,200	115,400	106,600	146,700	74,800	96,200	135,800
	Dec	85,400	134,300	65,000	78,700	117,800	107,100	147,600	75,900	95,500	137,000
1988	Jan	$87,400	$131,500	$67,800	$80,,700	$117,900	$108,700	$145,800	$78,800	$ 98,700	$137,100
	Feb	88,100	135,600	67,300	84,800	118,600	110,400	147,700	77,200	103,000	138,500
	Mar	87,900	137,800	67,200	83,300	119,200	110,700	150,200	76,900	101,900	140,200
	Apr	87,300	138,200	67,600	81,100	116,200	108,700	150,600	77,300	97,900	136,500
	May[r]	88,800	142,200	69,100	82,600	123,100	111,900	156,500	79,000	98,700	143,500
	Jun[p]	90,600	146,300	70,600	84,100	125,100	115,100	157,300	82,000	103,900	145,600

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SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS
(Percentage Distribution)

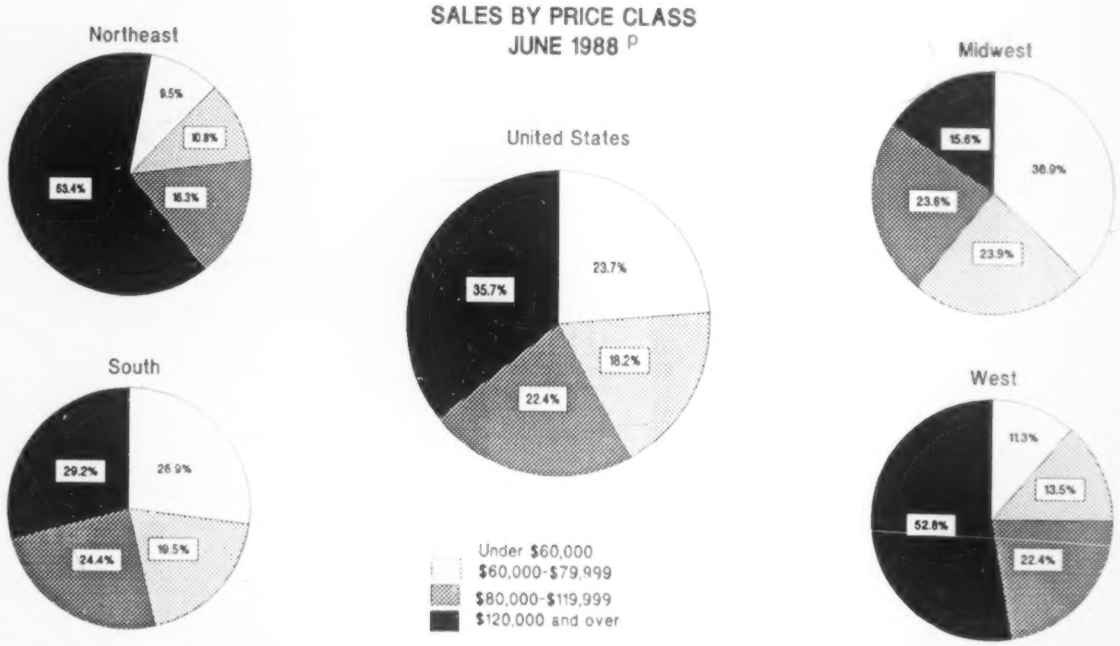
Price Class	Jun 1984	Jun 1985	Jun 1986	Jun 1987[r]	Jun 1988[p]
$ 19,999 or under	1.9	1.7	1.3	1.4	1.6
$ 20,000-$ 29,999	3.3	3.1	2.2	2.2	2.3
$ 30,000-$ 39,999	6.7	6.0	4.6	4.7	4.5
$ 40,000-$ 49,999	10.0	9.1	7.9	7.5	6.9
$ 50,000-$ 59,999	12.0	11.3	10.2	9.1	8.3
$ 60,000-$ 69,999	12.3	11.8	11.1	10.5	9.2
$ 70,000-$ 79,999	10.9	10.7	10.4	9.5	8.9
$ 80,000-$ 89,999	8.9	9.2	8.8	8.5	8.0
$ 90,000-$ 99,999	6.5	6.5	6.6	6.6	5.8
$100,000-$119,999	8.6	9.0	9.1	9.3	8.7
$120,000-$159,999	10.1	11.3	12.9	13.0	14.1
$160,000-$199,999	4.1	4.7	6.4	7.3	8.2
$200,000-$249,999	2.3	2.5	3.8	4.5	5.4
$250,000 and over	2.4	3.1	4.7	5.9	8.1
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$73,400	$76,500	$82,600	$85,900	$90,600

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS
JUNE 1988[p]
(Percentage Distribution)

Number of Bedrooms	United States	North-east	Midwest	South	West
2 Bedrooms or less	17.2	14.9	19.0	15.0	19.5
3 Bedrooms	54.3	49.0	54.7	56.4	49.8
4 Bedrooms or more	28.5	36.1	26.3	28.6	30.7
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary


SALES BY PRICE CLASS
JUNE 1988 p

p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS JUNE 1988^p

(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	1.6	1.6	2.7	1.3	0.5
$ 20,000 - $ 29,999	2.3	0.9	3.9	2.6	0.7
$ 30,000 - $ 39,999	4.5	1.3	7.5	5.5	1.4
$ 40,000 - $ 49,999	6.9	2.1	10.4	8.3	3.6
$ 50,000 - $ 59,999	8.3	3.6	12.4	9.2	5.1
$ 60,000 - $ 69,999	9.2	5.3	12.3	10.2	6.4
$ 70,000 - $ 79,999	8.9	5.5	11.6	9.3	7.1
$ 80,000 - $ 89,999	8.0	5.0	9.7	8.5	6.7
$ 90,000 - $ 99,999	5.8	4.3	6.1	6.4	5.6
$100,000 - $119,999	8.7	7.0	7.8	9.5	10.1
$120,000 - $159,999	14.1	20.2	8.7	13.1	18.3
$160,000 - $199,999	8.2	16.2	3.3	6.7	11.0
$200,000 - $249,999	5.4	10.9	1.8	4.0	8.6
$250,000 and over	8.1	16.1	1.8	5.4	14.9
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$90,600	$146,300	$70,600	$84,100	$125,100

p Preliminary

HOUSING AFFORDABILITY

Year	Median-Priced Existing Single-Family Home	Mortgage Rate*	Monthly P & I Payment	Payment as % Income	Median Family Income	Qualifying Income**	Affordability Indexes Composite	Affordability Indexes Fixed	Affordability Indexes ARM
1982	$67,800	15.38%	$702	35.9%	$23,433	$33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1987	85,600	9.28	565	21.8	31,100	27,101	114.8	108.0	123.0
1987									
Jun	$85,900	9.38%	$572	22.7%	$30,279	$27,448	110.3	104.6	120.9
Jul	88,300	9.41	589	23.3	30,416	28,289	107.5	99.4	116.7
Aug	86,500	9.40	577	22.7	30,553	27,688	110.3	102.1	119.3
Sep	85,500	9.25	563	22.0	30,689	27,010	113.6	104.2	122.2
Oct	84,600	9.22	555	21.6	30,827	26,655	115.7	104.4	124.0
Nov	85,000	9.25	559	21.7	30,963	26,852	115.3	103.8	122.4
Dec	85,400	9.20	560	21.6	31,100	26,860	115.8	104.6	121.4
1988									
Jan	$87,400	9.24%	$575	22.1%	$31,242	$27,586	113.3	102.4	120.1
Feb	88,100	9.16	575	22.0	31,384	27,611	113.7	103.5	120.5
Mar	87,900	9.14	573	21.8	31,526	27,500	114.6	106.3	123.1
Apr	87,300	9.21	573	21.7	31,668	27,482	115.2	106.7	125.6
May^r	88,800	9.22	583	22.0	31,810	27,978	113.7	105.9	123.0
Jun^p	90,600	9.31	599	22.5	31,952	28,773	111.1	101.9	120.3

r Revised

p Preliminary

* Effective rate on loans closed on existing homes-Federal Home Loan Bank Board.

** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1987		361,000	189,000	64,000	78,000	31,000
1987	II	374,000	197,000	65,000	79,000	33,000
	III	370,000	201,000	66,000	73,000	31,000
	IV	340,000	169,000	57,000	81,000	33,000
1988	I	397,000	209,000	64,000	85,000	39,000
	II^p	361,000	183,000	74,000	56,000	47,000

p preliminary

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Sales)

Year		United States	Northeast	Midwest	South	West
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1987		3,887,000	874,000	1,023,000	1,360,000	630,000
1987	II	4,010,000	900,000	1,050,000	1,400,000	660,000
	III	3,810,000	880,000	950,000	1,350,000	630,000
	IV	3,730,000	840,000	950,000	1,340,000	610,000
1988	I	3,650,000	850,000	960,000	125,000	580,000
	II^p	3,990,000	880,000	1,020,000	1,350,000	690,000

p preliminary

MEDIAN SALES PRICE OF APARTMENT CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1983		$64,000	$ 61,300	$55,200	$62,000	$ 97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1987		77,800	98,300	61,700	64,100	97,200
1987	II	77,700	97,400	59,300	69,000	95,800
	III	80,300	100,000	65,800	62,900	101,500
	IV	78,300	108,800	58,700	59,100	99,300
1988	I	$81,200	$109,400	$57,700	$65,400	$104,200
	II^p	84,000	111,200	60,900	65,900	108,300

p preliminary

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Units in Thousands)

State	Years 1985	Years 1986	Years 1987	Quarters (Seasonally Adjusted Annual Rate) 1987 II	1987 III	1987 IV	1988 I	1988 II^{p}
Alabama	59.7	60.8	59.7	63.9	57.1	59.2	52.4	50.4
Alaska	10.0	6.1	7.7	7.9	8.9	9.1	8.5	8.0
Arizona	71.7	73.8	67.3	84.4	68.6	65.9	53.4	60.0
Arkansas	49.8	52.8	48.2	52.4	46.8	44.0	39.0	51.2
California*	407.2	484.6	507.0	570.1	507.2	515.1	491.5	573.0
Colorado	49.3	47.5	46.7	50.7	40.2	41.8	38.6	52.3
Connecticut	56.0	52.0	52.5	49.9	54.5	50.8	53.6	58.2
Delaware	12.3	12.9	13.9	14.5	14.0	13.4	12.5	13.9
District of Columbia	9.9	11.6	10.5	10.1	10.4	9.3	11.3	10.2
Florida	151.3	169.4	184.2	186.4	179.8	206.1	168.9	175.4
Georgia	65.1	75.1	89.0	104.9	89.7	81.1	88.7	86.8
Hawaii	7.9	10.0	11.5	12.5	11.4	10.9	11.1	10.3
Idaho	11.5	11.3	10.9	10.6	9.4	11.3	10.9	11.5
Illinois	140.5	179.2	175.3	168.6	191.8	178.2	168.6	176.3
Indiana	90.1	86.1	89.8	99.2	83.5	75.2	83.5	96.1
Iowa	39.5	46.1	48.3	47.8	58.0	44.0	58.0	53.6
Kansas	47.4	54.4	54.4	56.0	49.0	47.9	53.6	48.5
Kentucky	57.7	58.6	64.1	63.4	62.8	78.3	66.0	75.7
Louisiana	44.1	34.0	40.4	39.8	41.2	37.8	33.7	28.2
Maine	27.1	30.8	35.2	39.5	35.1	33.4	30.0	36.9
Maryland	80.9	56.9	78.5	78.9	82.3	83.6	72.0	78.8
Massachusetts	80.5	84.6	100.5	113.7	97.2	100.4	96.0	96.0
Michigan	167.2	186.5	169.6	185.7	151.2	151.2	173.8	181.4
Minnesota	73.9	96.8	89.4	78.2	75.2	75.9	78.2	78.9
Mississippi	35.5	34.2	34.2	36.6	34.7	30.8	28.1	31.2
Missouri	85.8	88.4	88.4	90.4	81.3	83.3	94.5	78.2
Montana	11.1	11.9	11.6	12.4	10.5	12.6	9.7	10.1
Nebraska	24.5	25.5	23.3	26.5	20.3	20.3	26.2	21.3
Nevada	10.0	11.0	12.2	13.0	13.9	11.7	11.5	10.6
New Hampshire	19.3	20.3	19.2	13.4	20.4	22.5	16.8	12.8
New Jersey	148.8	159.6	157.3	169.4	160.5	130.0	148.8	156.9
New Mexico	19.8	19.5	20.0	21.3	19.9	17.1	16.5	21.0
New York	190.7	216.8	223.9	240.9	214.4	195.4	206.8	218.2
North Carolina	123.3	139.2	140.6	149.9	140.4	130.9	135.7	124.3
North Dakota	8.9	9.5	11.2	10.0	10.0	11.1	13.0	10.2
Ohio	162.5	179.9	180.9	189.6	166.4	174.1	185.7	187.7
Oklahoma	46.8	49.4	44.6	43.0	46.1	46.8	44.5	45.3
Oregon	39.3	45.0	48.5	45.4	47.4	50.0	48.0	54.5
Pennsylvania	210.8	258.3	259.5	229.8	286.8	275.7	259.9	259.9
Rhode Island	13.2	13.5	13.4	14.0	14.2	12.6	12.5	16.1
South Carolina	52.6	58.0	60.9	68.3	64.0	58.4	43.8	71.1
South Dakota	11.3	13.2	13.0	13.3	12.6	12.8	14.9	15.9
Tennessee	99.2	112.0	111.2	118.7	112.3	103.6	99.6	102.0
Texas	203.8	198.9	224.3	226.5	234.9	237.8	212.3	229.3
Utah	15.5	14.6	14.6	13.7	13.7	14.0	14.0	13.7
Vermont	9.9	12.4	13.6	15.9	13.1	11.9	16.9	21.0
Virginia	107.2	130.4	113.0	118.0	110.3	107.4	111.4	112.5
Washington	43.8	50.6	43.6	41.9	53.2	39.3	45.4	45.4
West Virginia	37.7	39.7	36.6	31.6	37.8	31.0	55.9	52.5
Wisconsin	65.5	76.9	73.3	76.1	59.8	71.4	65.2	76.1
Wyoming	6.5	6.1	6.0	6.6	4.8	6.1	5.1	6.3

* Provided by the California Association of REALTORS®

p: Preliminary

METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*

(Not Seasonally Adjusted in Thousands of Dollars)

	Years			Quarters				
	1985	1986	1987	1987			1988	
Metropolitan Area				II	III	IV	I	II^{p}
Akron	$ 52.7	$ 56.2	$ 57.1	$ 56.9	$ 57.8	$ 58.1	$57.1	60.1
Albany/Schenectady/Troy	60.3	72.7	86.4	86.5	88.6	90.3	87.0	89.3
Albuquerque	76.8	81.6	82.6	82.5	84.4	79.8	79.7	81.6
Orange County(Anaheim/Santa Ana MSA)**^{r}	136.2	147.7	166.9	169.8	171.2	174.9	183.8	204.0
Baltimore	72.6	74.0	81.1	76.8	81.9	84.3	83.6	87.3
Baton Rouge	74.6	70.9	67.8	68.1	69.2	65.5	65.7	64.0
Birmingham	64.5	68.3	71.6	72.7	71.6	73.9	73.1	76.5
Boston	134.2	159.2	177.2	176.2	182.2	177.5	176.9	182.9
Buffalo/Niagara Falls	46.7	52.4	56.7	56.8	56.6	59.2	64.1	64.8
Charleston	64.8	n/a	72.7	72.1	74.6	73.2	72.6	73.5
Chattanooga	52.3	55.3	59.0	58.9	58.8	60.3	61.2	63.2
Chicago	81.1	86.1	90.8	90.9	91.2	91.5	92.8	99.3
Cincinnati	60.2	n/a	66.1	65.9	66.9	69.1	66.7	71.1
Cleveland	64.4	66.9	68.1	68.8	68.5	67.6	66.5	69.9
Columbus	62.2	65.5	68.7	67.2	72.7	69.3	66.2	73.4
Dallas/Ft. Worth	87.7	92.8	89.2	90.0	89.3	85.8	85.9	85.5
Denver	84.3	86.4	88.9	88.2	91.0	86.5	83.7	83.5
Des Moines	52.5	55.9	55.6	56.8	56.2	52.1	54.5	59.9
Detroit	51.7	58.1	65.6	66.2	65.9	66.3	71.5	72.3
El Paso	57.6	59.0	59.2	58.0	62.6	58.6	57.8	59.3
Ft.Lauderdale/Hollywood/PompanoBeach	74.6	77.7	79.6	79.7	80.8	80.6	78.6	79.2
Grand Rapids	46.7	50.4	53.5	53.4	54.0	55.7	55.4	58.3
Hartford	99.6	129.0	157.4	157.0	165.4	163.9	166.4	169.0
Honolulu	162.1	172.0	186.0	182.9	190.6	193.3	198.4	198.7
Houston	78.6	69.9	65.9	67.4	67.3	62.8	60.2	63.5
Indianapolis	55.0	59.0	62.5	63.8	62.8	60.7	61.8	66.7
Jacksonville	58.4	62.8	65.1	65.8	66.3	65.2	68.9	67.4
Kansas City	61.4	65.4	69.8	71.1	69.2	68.5	70.9	72.1
Knoxville	58.2	60.3	65.4	66.2	66.1	65.6	66.3	65.5
Lansing	50.3	52.4	54.5	56.0	56.3	53.6	53.4	57.8
Las Vegas	75.1	77.5	77.0	77.9	76.7	76.7	75.7	77.9
Los Angeles Area**^{r}	n/a	128.8	139.5	147.5	154.3	153.4	159.9	175.6
Louisville	50.6	51.7	51.7	53.4	53.3	51.5	52.2	54.6
Memphis	64.6	70.6	75.0	76.9	75.2	76.3	77.5	76.9
Miami/Hialeah	80.5	81.1	81.1	84.4	83.5	80.4	78.0	83.5
Milwaukee	67.5	69.9	70.5	71.7	70.9	70.8	72.6	75.3
Minneapolis/St Paul	75.2	77.9	80.5	80.2	80.9	80.6	84.4	84.3
Nashville/Davidson	66.1	70.8	75.5	75.6	75.7	77.2	77.6	78.3
New Orleans	n/a	n/a	n/a	n/a	n/a	74.1	73.0	73.2
New York/Northern New Jersey/Long Island	134.0	160.6	183.5	183.0	190.3	185.1	187.0	191.9
Oklahoma City	64.7	63.0	62.3	65.2	61.4	59.5	56.5	56.9
Omaha	58.3	58.8	59.0	60.0	59.7	57.5	58.3	58.7
Orlando	70.3	72.5	76.2	76.4	72.9	78.7	78.7	78.5
Philadelphia^{r}	74.0	82.4	97.0	92.1	104.9	92.6	97.7	97.6
Phoenix	74.7	78.4	80.9	81.4	82.7	80.4	79.0	79.1
Pittsburgh	n/a	n/.a	n/.a	n/a	n/a	n/a	60.9	62.3
Portland	61.5	62.6	64.2	64.3	64.0	66.3	62.9	64.9
Providence	67.5	87.6	121.4	119.7	126.6	127.6	123.3	130.4
Riverside/San Bernadino**^{r}	87.3	94.5	98.7	98.3	100.7	101.2	95.5	104.6
Rochester	64.2	68.3	72.5	72.3	74.1	72.8	73.2	73.7
St. Louis	65.7	70.9	74.3	74.7	75.7	73.3	74.1	79.5
Salt Lake City/Ogden	66.7	68.5	69.4	69.5	71.1	67.9	65.3	66.4
San Antonio	67.7	69.2	70.2	72.6	72.1	67.6	63.4	65.2
San Diego**^{r}	106.4	118.2	128.8	127.1	132.0	132.6	134.4	142.5
San Francisco Bay Area**^{r}	n/a	n/a	171.4	170.0	175.9	176.0	178.8	196.3
Seattle/Tacoma	n/a	n/a	82.6	84.2	82.6	84.2	88.2	83.6
Syracuse	58.8	64.3	68.9	68.1	71.3	70.0	68.1	74.9
Tampa/St.Petersburg/Clearwater	58.4	61.1	63.8	64.9	65.0	63.4	60.2	65.5
Toledo	51.9	56.0	56.3	58.2	56.9	54.7	56.5	59.7
Tulsa	66.7	65.5	65.7	67.4	66.7	63.1	63.5	65.0
Washington, DC	97.1	101.6	114.2	115.0	117.7	121.5	132.4	131.6
West Palm Beach/Boca Raton/Delray Beach	88.3	92.6	102.6	108.8	99.1	102.4	91.5	108.6

n/a Not Available r Revised p Preliminary

* All areas are metropolitan statistical areas (MSA) as defined by the US Office of Management and Budget. They include the named central city and surrounding areas. **Provided by the California Association of REALTORS®.

NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED
(Thousands of Units)

Year		Total	In structures with – –			Regions			
			1 unit	2 to 4 units	5 units or more	Northeast	Midwest	South	West
1982		1,062	663	80	320	117	149	591	205
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
1987		1,621	1,146	66	409	269	298	634	420
			Seasonally Adjusted Annual Rates						
1987	Jun	1,583	1,086	85	412	254	285	608	436
	Jul	1,594	1,142	59	393	278	253	635	428
	Aug	1,583	1,109	58	416	249	274	639	421
	Sep	1,679	1,211	49	419	255	309	695	420
	Oct	1,538	1,105	67	366	254	251	622	411
	Nov	1,661	1,129	51	481	269	313	648	431
	Dec	1,399	1,035	51	313	222	281	576	320
1988	Jan	1,382	1,016	53	313	306	226	463	387
	Feb	1,519	1,102	59	358	307	259	593	360
	Mar^{r}	1,529	1,172	57	300	290	262	572	405
	Apr^{r}	1,584	1,093	58	433	265	345	595	379
	May^{r}	1,384	996	61	327	205	267	556	356
	Jun^{p}	1,454	1,098	60	296	241	257	572	384

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce.

NEW ONE-FAMILY HOUSES SOLD
(Thousands of houses sold during period)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		412	47	48	219	99					
1983		623	76	71	323	152					
1984		639	94	76	309	160					
1985		688	112	82	323	170					
1986		750	136	90	321	190					
1987		671	117	98	272	186					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Jun	640	97	97	268	178	58	9	9	24	15
	Jul	672	117	94	269	191	55	10	8	22	15
	Aug	673	112	87	277	197	56	9	8	22	16
	Sep	644	116	77	271	181	52	10	6	22	13
	Oct	653	115	98	245	195	52	10	8	18	16
	Nov	625	154	89	206	176	43	12	6	14	12
	Dec	586	78	99	240	168	37	5	6	16	11
1988	Jan	579	101	94	206	178	43	7	5	16	15
	Feb^{r}	648	112	108	264	164	55	8	8	24	15
	Mar^{r}	664	114	91	280	179	68	11	9	30	19
	Apr^{r}	681	113	96	286	186	68	10	10	28	19
	May^{r}	677	103	98	285	190	64	10	10	26	18
	Jun^{p}	734	119	97	273	245	66	11	9	24	21

Components may not agree with totals due to rounding.

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
MONTHS OF JUNE
(Percentage Distribution)

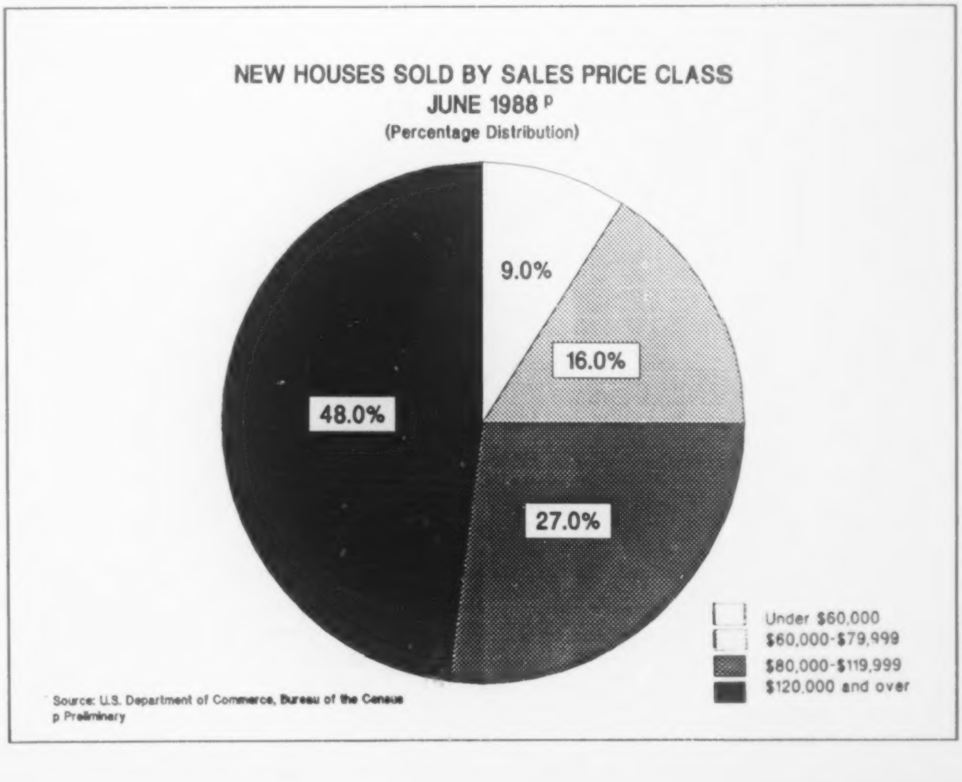
Price Class	Jun 1984	Jun 1985	Jun 1986	Jun 1987^r	Jun 1988^p
Under $60,000	19	16	10	9	9
$60,000 to $79,999	30	26	26	16	16
$80,000 to $99,999	21	21	23	20	16
$100,000 to $119,999	10	11	12	12	11
$120,000 to $149,999	7	12	12	13	16
$150,000 and over	13	13	17	30	32
Median Sales Price	$80,500	$86,300	$91,200	$109,000	$117,800

r revised p preliminary
Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
SECOND QUARTER 1988^p
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
Under $60,000	8	*	10	14	3
$60,000 to $79,999	16	*	20	26	9
$80,000 to $119,999	30	13	37	28	36
$120,000 and over	46	65	33	32	53
Median Sales Price	$112,400	$152,900	$99,900	$89,100	$124,000

* Insufficient Sample Size
p Preliminary
Source: Census Bureau, U.S. Department of Commerce.


NEW HOUSES SOLD BY SALES PRICE CLASS
JUNE 1988 p
(Percentage Distribution)

Source: U.S. Department of Commerce, Bureau of the Census
p Preliminary

REALTOR®

NATIONAL ASSOCIATION OF REALTORS®
Economics & Research Division
777 14th Street, N.W.
Washington, D.C. 20005

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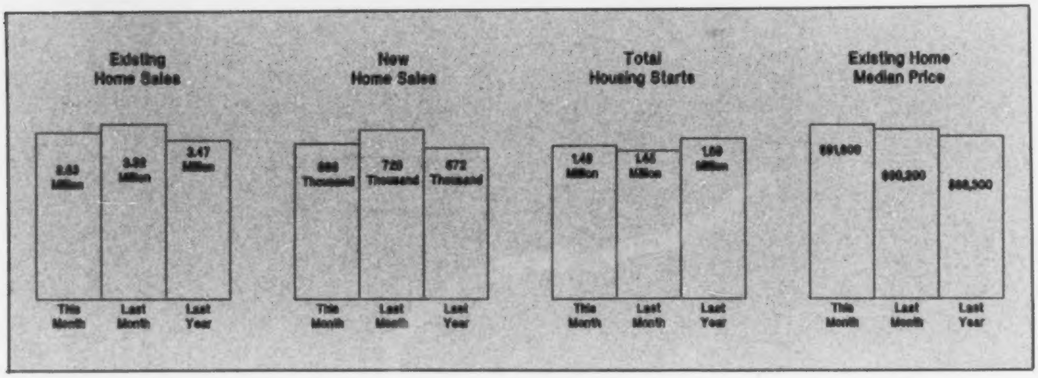
Vol. 2, No. 8 August 1988

Home Sales

Existing and New Single-Family, Apartment Condos and Co-ops

HOME SALES SUMMARY



HIGHLIGHTS

- Home sales dropped moderately in July following a June buying spree to beat an anticipated hike in mortgage interest rates. Sales of existing single-family homes slid 5 percent to an annualized rate of 3,630,000 units while new home volume fell 4.7 percent to a 686,000 unit pace.
- The inventory of unsold existing single-family homes decreased by 180,000 to 2,520,000. The available supply of new homes was unchanged. The months' supply of existing and new homes on the market decreased to 8.3 months and 6.6 months, respectively.
- Total new privately owned housing starts increased 2.4 percent to a seasonally adjusted annual rate of 1,489,000 units. This gain was due largely to a 57,000 unit increase in the rate of starts for structures with 5 units or more.
- Home prices hit new all-time highs in July. The median price of an existing single-family home increased $1,400 to $91,600 while the new home median price jumped $6,500 to $123,500.
- Housing affordability was adversely affected by the increase in the median price of an existing single-family home and further uptick in mortgage interest rates. The housing affordability index slipped to 110.2.

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SURVEY DESCRIPTION

Publication

1. "Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage

2. Each month the REALTORS® Economics and Research Division receives data on existing single-family home sales from over 400 Boards of REALTORS® and multiple listing systems. In 1985 data on over 1,590,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	14	South	35
Midwest	28	West	23

Sales Volume

6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a *standard home*. Prices are influenced by changes in cost *and* changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are *not seasonally adjusted*.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading day variation—the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium cooperative sales and state home sales are based on a quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

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Storm Clouds

Articles in the newspapers and financial press in recent weeks have depicted a real storm brewing in housing. They have foretold massive declines in housing values and the emergence of a buyer's market in the 1990s as the baby boom passes through yet another cycle -- this time buying move-up homes leaving an insufficient number of buyers for their starter homes. While these articles made some valid points, the firestorms they call for may turn out to be little more than a squall.

The premise of the first article, which appeared in *Barrons* is that the American people are over-leveraged, too deeply in debt, and that much of that debt is real estate debt placed because lenders presume that significant equity buildup will be achieved because of price appreciation. What they are implying is that homes are strictly investments, and that lenders are making loans on high risk investments with insufficient capital. Funny. People were saying the very same thing about real estate ten years ago in the course of the hyperinflation in housing of the late 1970s, especially in California. To be sure, some investors lost a great deal in the early 1980s, and appreciation rates slowed to a crawl in the face of 17 percent mortgage rates. In fact, much of that appreciation was hidden financing costs as sellers took back a mortgage at below market rates (typically 12 percent) and in return the buyer paid a premium price for the home. On balance, however, the appreciation rate fell below the inflation rate, but no massive widespread value losses were recorded.

Clearly in the last three years the depressed energy and agriculture industries have taken their toll in housing markets, with prices in some markets falling for several consecutive years, and with mortgage delinquencies and foreclosures extremely high. But one thing hasn't changed. Americans still want to own their homes. Regardless of other considerations, especially the investment angle, America is a nation of homeowners and those who dream of being homeowners. These indivduals, driven by a desired life style rather than a quest to make money will put a brake on any free-fall of housing prices, moving in to take bargains and keeping demand (and prices) up.

The other article called for an emerging long-term buyer's market as the baby boom generation moves up to larger, fancier homes. Certainly, most of the premises are correct -- household formation will slow, the baby bust generation and fewer young people will exist to buy the homes the baby boom wishes to vacate. What the article neglected was that a significant proportion of the baby boom generation still has not purchased a home, homeownership rates have fallen most dramatically for families in their late twenties to early forties (primarily baby boomers). Like their counterparts who own homes, their careers are advancing and they are looking for the advantages and lifestyle of homeownership, and simply need a somewhat wider window of opportunity. This group, combined with the baby bust generation who find themselves in the enviable position of benefitting from labor shortages pushing early career compensation higher, implies the market for starter homes will be stronger than most analysts assumed when their first forecasts of the 1990s were made, and the outlook in *U.S. Housing Markets* seems to be relying too heavily on old assumptions.

The news media has selectively reported emerging problems for the housing industry. While the problems are real, looking behind the headlines produces the realization that housing plays such an important role in the American way of life that the storms may cause a temporary power outage, but that we are looking at a summer thundershower rather than the Great Flood wiping out much of the housing industry.

Glenn Crellin
Division Vice President
Economics and Research Division

JULY HOUSING MARKETS

Housing markets turned abruptly lower in July following a homebuying spree in May and June when homebuyers rushed to beat expected mortgage interest rate hikes.

Existing single-family home sales volume in July fell 5.0 percent to a seasonally adjusted annual rate of 3,630,000 in June -- just short of the post-1982 housing recovery high of 4,060,000 hit in December 1986. New home sales followed a similar pattern with activity dropping 4.7 percent to an annual rate of 686,000 units.

When viewed on a regional basis, existing home sales were weak across the board. Sales were down most sharply in the South where they fell 7.0 percent to a seasonally adjusted annual rate of 1,320,000 units. The next largest decline was in the Northeast where the sales rate dropped 6.8 percent to 690,000 units. The pace of activity in Midwest and West decreased 5.1 percent to 940,000 units and 4.4 percent to 650,000 transactions, respectively.

The drop in total new home sales is attributable to weak markets in three regions. The sharpest month-to-month decrease occurred in the Northeast where volume fell 18.4 percent to an annual rate of 93,000 units. The Midwest reported a 5.5 percent decline to a rate of 86,000 while sales in the South fell 4.9 percent to a pace of 270,000 units. Activity in the West was up 2.6 percent to an annual rate of 237,000 transactions.

Inventory Available for Sale

The total number of homes available for sale dropped 5.9 percent in July to 2,885,000 units. This reduction was entirely in the form of 180,000 existing single-family homes which left a balance of 2,520,000 structures. The inventory of new homes remained unchanged at 365,000 units. The months' supply of existing homes mirrored the decrease in inventory, dropping from 8.5 months to 8.3 months. The inventory of new homes represented a supply of 6.6 months.

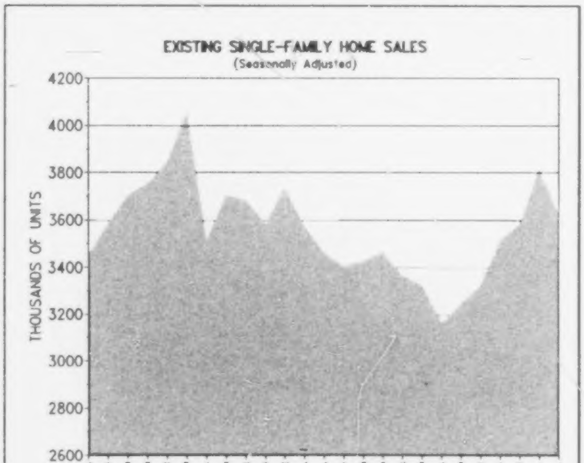
Housing Construction

New home construction, led by multifamily housing starts, increased a modest 2.4 percent from June to an annualized rate of 1,489,000 units. This increase was entirely due to an 18.7 percent rebound in multifamily structures to an annualized rate of 362,000 units, offsetting a slight decline to a 1,080,000 rate for one-unit buildings. While these month-to-month figures appear encouraging, starts for all types of structures were below the levels of a year ago. If this market reflects anything,it is a continuing air of caution on the part of builders and investors.

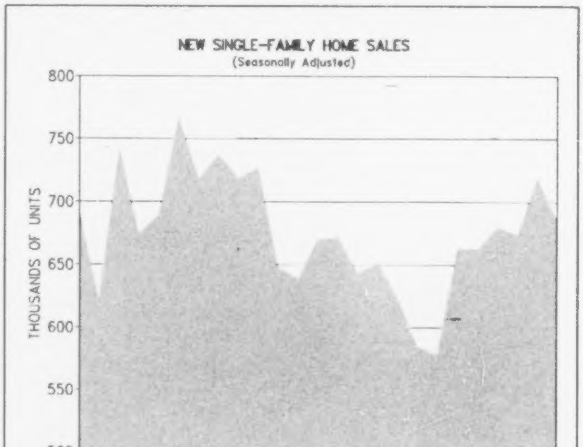
Regional patterns show some sharp contrasts. Housing starts were strongest in the Midwest where they jumped 12.1 percent to a seasonally adjusted annual rate of 296,000 units. The other region to post a gain was the Northeast where activity rose a healthy 9.2 percent to a 262,000 annualized rate. The South and West posted modest decreases of 1.2 percent to 563,000 units and 3.2 percent to 368,000 units, respectively. Despite the signs of life in this market, it should be noted that all regions but the West were still below the levels of a year ago.

Home Sales Prices

Home sales prices continued their trek into new high ground. The median price of an existing single-family home increased 1.6 percent to $91,600, 3.7 percent above July of last year. The median price of a new single-family home posted a month-to-month jump of


EXISTING SINGLE-FAMILY HOME SALES
(Seasonally Adjusted)

SOURCE: NATIONAL ASSOCIATION OF REALTORS


NEW SINGLE-FAMILY HOME SALES
(Seasonally Adjusted)

SOURCE: NATIONAL ASSOCIATION OF REALTORS; Bureau of the Census.

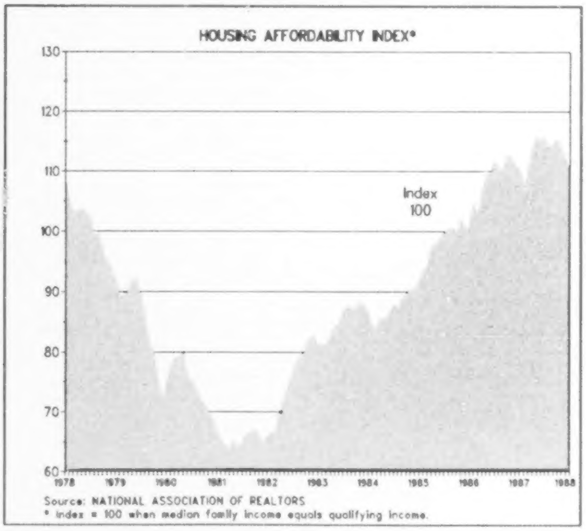
5.6 percent to $123,500. This was 17.6 percent above a year ago and surpasses the previous high of $119,000 set in January earlier this year.

Regional comparisons point to month-to-month increases in two of the four regions and more meaningful year-to-year increases in all four. The Northeast reported the smallest year-to-year gain -- less than one percent to $146,700. By contrast, the Midwest reported the strongest increase, 7.0 percent to $70,600. More moderate increases reported by the South and West which had gains of 5.7 percent to a new high of $85,600 and 4.2 percent to $123,500, respectively.

Resale Housing Affordability

Housing affordability has been adversely impacted again this month as prices continue to rise and interest rates edge upwards. The $1,400 increase in median price of an existing single-family home coupled with a four basis point rise in the effective mortgage interest rate nudged the Housing Affordability Index down to 110.2.

At its present level, the affordability index means that the family earning the median family income of $32,094 for July would have 110.2 percent of the income required to minimally qualify for a conventional mortgage covering 80 percent of the median price of $91,600.


HOUSING AFFORDABILITY INDEX*

Source: NATIONAL ASSOCIATION OF REALTORS
* Index = 100 when median family income equals qualifying income.

Adjustable rate mortgages are still an attractive alternative for buyers who must keep their monthly payments at the lowest possible level in order to effect a purchase and be willing to risk the consequence that further interest rate increases would have on their monthly payments in a year or two.

Condominium/Cooperative Resales

Nationwide, second quarter apartment condominium/cooperative resales declined 8,000 units from the prior quarter seasonally adjusted annual rate of 389,000 units. However, this was still 4.0 percent above the pace of a year ago.

Regional comparisons point to year-to-year increases in sales volume in three of the four regions. The strongest gain occurred in the West where volume increased 42.4 percent to a 47,000 unit annualized rate. The next largest gain was in the Midwest where sales were up 12.3 percent to a 73,000 unit rate. The South reported a modest gain of 2.5 percent to an 81,000 unit rate. Condo/Co-op sales in the Northeast fell 5.6 percent to an annualized rate of 186,000 units.

Nationally, second quarter apartment condo/co-op prices increased $6,100 to $83,800, 7.9 percent above the same quarter of a year ago. Regionally, there were strong year-to-year increases in three of the four regions with new highs reached in the Northeast and West. The greatest gain was in the Northeast, up 13.2 percent to $110,300. Prices were up eleven percent in the West at $106,300. The Midwest reported a modest increase of 2.9 percent while the South posted a 3.9 percent decrease to $66,300.

Total Home Resales

Total existing single-family home sales including apartment condominiums and cooperatives jumped 10.4 percent from a year ago to a seasonally adjusted annual rate of 4,030,000 units. This was the highest rate of sales since the fourth quarter of 1986 when the pace of activity reached 4,290,000 units. This strong overall showing however was due in large part to the impact of the spurt in single-family detached home sales during the period.

Regional year-to-year comparisons point to a mixed pattern with two regions reporting increases and two registering decreases. The largest increase was posted by the West where sales climbed 4.5 percent to an annualized rate of 690,000 units. Activity in the South rose a modest 1.4 percent to a 1,420,000 unit rate.

The sharpest decrease occurred in the Midwest where sales fell a steep 9.5 percent to a 950,000 unit pace. Volume in the Northeast slipped about one percent to 890,000 transactions.

State Resale Market

When comparing the direction of sales volume, we see a near even split with 26 states reporting lower sales and 24 states and the District of Columbia reporting higher sales compared to a year ago. Furthermore, there is an even split within each region. For example, the Northeast and Midwest each contained six states with increases and six with decreases; the South, eight states with increases and eight with decreases; and the West with eight decreases and seven increases.

Metropolitan Home Prices

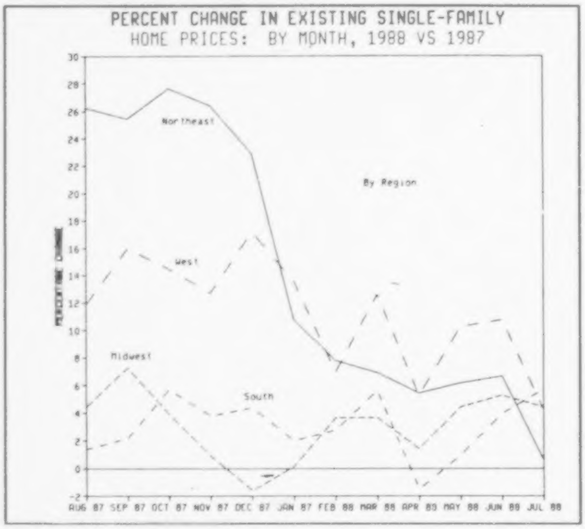
Given the large amount of public attention focused on rising home prices, it is instructive to take note of low as well as high prices within each of the four regions in our survey, bearing in mind the current national median price of $91,600. For example, while the Northeast with a median of $146,700 has frequently been publicized as the high-priced region, there are a number of areas within the region with much lower prices. Specific examples are: Pittsburgh at $62,200 and Buffalo/Niagara Falls at $64,800. By contrast the higher priced areas are in the New York/Northern New Jersey/Long Island metro area at $194,000 and Boston at $182,900.

The next highest priced region is the West with a median price of $123,500. The two lowest priced areas in the West are Salt Lake City at $66,900 and Portland at $64,900. The highest median prices are in Orange County (Anaheim/Santa Ana MSA) at $204,000; and Honolulu at $198,700.

With a median price of $85,600 the South is considerably below the West. At the low end of the scale are El Paso at $60,500 and Louisville at $54,100. The two most costly areas in this region are Washington, DC at $131,200 and West Palm Beach/Boca Raton/Delray Beach at $94,800.

The median price in the Midwest at $70,600 is less than half that of the Northeast. The Midwest areas with the lowest median prices are Des Moines at $58,200 and Toledo at $59,700. The two highest priced areas in the Midwest are Chicago at $99,300 and Minneapolis/St.Paul at $84,300.

It is noteworthy that the rate of price increase (not seasonally adjusted) in the Northeast region has moderated significantly over the past 12 months. (See regional comparisons on graph below.) A year ago, that region was posting year-to-year price increases of more than 25 percent. This pace has slackened to the six percent range with the current July figure dipping to less than one percent.



Halvor M. Juul
Director of Surveys

STATE HOME RESALES

(Change from 2nd Quarter 1987)

Down 10% or More

- Alabama
- Colorado
- Georgia
- Hawaii
- Kansas
- Louisiana
- Massachusetts
- Mississippi
- Missouri
- Nebraska
- Nevada
- New Hampshire
- North Dakota
- Tennessee

Down 0.1 - 9.9%

- Arizona
- Florida
- Maine
- Montana
- New Jersey
- New Mexico
- New York
- North Carolina
- Ohio
- South Carolina
- Utah
- Wyoming

Up 0.1 - 9.9%

- Alaska
- Arkansas
- Delaware
- District of Columbia
- Idaho
- Illlinois
- Indiana
- Maryland
- Michigan
- Minnesota
- Oklahoma
- Texas
- Virginia
- Washington
- Wisconsin

Up 10% or More

- California
- Connecticut
- Iowa
- Kentucky
- Oregon
- Pennsylvania
- Rhode Island
- South Dakota
- Vermont
- West Virginia

METROPOLITAN HOME SALES PRICE

(Change from 2nd Quarter 1987)

Down

- Albuquerque
- Baton Rouge
- Dallas/Ft. Worth
- Denver
- Ft. Lauderdale/ Hollywood/ Pompano Beach
- Houston
- Knoxville
- Miami/Hialeah
- Oklahoma City
- Omaha
- Phoenix
- Salt Lake City/Ogden
- San Antonio
- Tulsa
- West Palm Beach/ Boca Raton/ Delray Beach

Up 0.1 - 4.9%

- Albany/Schenectady/ Troy
- Boston
- Charleston, SC
- Cleveland
- El Paso
- Indianapolis
- Jacksonville
- Kansas City
- Lansing
- Las Vegas
- Louisville
- Memphis
- Nashville/Davidson
- New York/Northern New Jersey/ Long Island
- Orlando
- Portland
- Rochester
- Tampa/St. Petersburg/ Clearwater
- Toledo

Up 5.0 - 9.9%

- Akron
- Birmingham
- Chattanooga
- Chicago
- Cincinnati
- Columbus
- Des Moines
- Detroit
- Grand Rapids
- Hartford
- Honolulu
- Milwaukee
- Minneapolis/St.Paul
- Philadelphia
- Providence
- Riverside/San Bernadino
- St. Louis

Up 10% or More

- Orange County(Anaheim/ Santa Ana MSA)
- Baltimore
- Buffalo/Niagara Falls
- Los Angeles Area
- San Diego
- San Francisco Bay Area
- Seattle/Tacoma
- Syracuse
- Washington, DC

UNITED STATES SUMMARY

Year		Single-Family Home Sales (Seasonally Adjusted Annual Rates)		Number of Homes Available for Sale (End of Period)		Months' Supply of Homes on the Market		Median Sales Price of Single-Family Homes	
		Existing	New	Existing	New	Existing	New	Existing	New
1982		1,990,000	412,000	1,910,000	255,000	*	*	$67,800	$ 69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	750,000	1,970,000	361,000	*	*	80,300	92,000
1987		3,526,000	671,000	2,160,000	370,000	*	*	85,600	104,000
1987	Jul	3,470,000	672,000	2,330,000	359,000	8.1	6.6	$ 88,300	$105,000
	Aug	3,410,000	673,000	2,400,000	361,000	8.4	6.6	86,500	106,800
	Sep	3,430,000	644,000	2,370,000	361,000	8.3	6.9	85,500	106,500
	Oct	3,470,000	653,000	2,570,000	360,000	8.9	6.6	84,600	106,500
	Nov	3,370,000	625,000	2,490,000	362,000	8.9	7.1	85,000	117,000
	Dec	3,330,000	586,000	2,160,000	365,000	7.8	7.6	85,400	111,800
1988	Jan	3,170,000	579,000	2,280,000	368,000	8.6	7.7	$87,400	$119,000
	Feb	3,250,000	648,000	2,640,000	359,000	9.8	6.8	88,100	110,900
	Mar	3,330,000	664,000	2,820,000	372,000	10.2	6.8	87,900	108,900
	Apr^r	3,520,000	681,000	2,770,000	367,000	9.4	6.6	87,300	111,000
	May^r	3,590,000	675,000	2,740,000	370,000	9.2	6.7	88,800	111,000
	Jun^r	3,820,000	720,000	2,700,000	370,000	8.5	6.2	90,200	117,000
	Jul^p	3,630,000	686,000	2,520,222	365,000	8.3	6.6	91,600	123,500

r Revised p Preliminary * not applicable

Source: New home sales data from Census Bureau, U.S. Department of Commerce.

UNIT VOLUME

EXISTING SINGLE-FAMILY HOME SALES

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1982		1,990,000	354,000	490,000	780,000	366,000					
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
1987		3,526,000	685,000	959,000	1,282,000	600,000					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Jul	3,470,000	690,000	900,000	1,250,000	630,000	333,000	69,000	88,000	119,000	56,000
	Aug	3,410,000	670,000	860,000	1,290,000	590,000	317,000	68,000	81,000	113,000	54,000
	Sep	3,430,000	670,000	890,000	1,290,000	580,000	296,000	63,000	75,000	105,000	53,000
	Oct	3,470,000	660,000	910,000	1,280,000	600,000	301,000	65,000	73,000	108,000	54,000
	Nov	3,370,000	640,000	890,000	1,260,000	560,000	241,000	43,000	55,000	102,000	40,000
	Dec	3,330,000	640,000	880,000	1,240,000	570,000	220,000	39,000	56,000	86,000	40,000
1988	Jan	3,170,000	610,000	920,000	1,090,000	530,000	191,000	37,000	48,000	73,000	31,000
	Feb	3,250,000	660,000	890,000	1,190,000	520,000	220,000	40,000	66,000	81,000	34,000
	Mar	3,330,000	650,000	880,000	1,230,000	570,000	303,000	53,000	86,000	111,000	52,000
	Apr	3,520,000	670,000	930,000	1,310,000	610,000	322,000	59,000	90,000	120,000	51,000
	May	3,590,000	720,000	920,000	1,310,000	640.000	344,000	65,000	93,000	123,000	60,000
	Jun^r	3,820,000	740,000	990,000	1,420,000	680,000	379,000	74,000	102,000	133,000	71,000
	Jul^p	3,630,000	690,000	940,000	1,320,000	650,000	328,000	66,000	87,000	118,000	56,000

Components may not agree with totals due to rounding.

r Revised p Preliminary

DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES
(Billions of Dollars)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		$160.2	$ 26.7	$29.7	$ 61.4	$41.8					
1983		225.9	42.1	44.6	84.4	53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
1987		374.8	100.6	72.4	123.5	79.9					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Jul	$386.4	$109.1	$ 67.9	$123.3	$ 86.1	$36.6	$11.0	$6.6	$11.7	$ 7.7
	Aug	368.5	99.9	65.3	123.1	80.2	33.9	10.1	6.2	10.8	7.3
	Sep	368.8	98.7	68.1	123.8	78.2	31.6	9.3	5.7	10.1	7.1
	Oct	373.6	100.1	67.1	124.0	82.4	31.9	9.7	5.4	10.4	7.4
	Nov	360.3	96.2	66.3	121.4	76.4	25.9	6.3	4.1	9.8	5.4
	Dec	358.3	95.0	67.0	118.3	78.0	23.5	5.8	4.3	8.1	5.5
1988	Jan	$344.8	$ 89.7	$72.5	$108.0	$ 72.7	$20.8	$ 5.4	$3.7	$ 7.2	$ 4.2
	Feb	361.1	97.9	68.6	122.4	72.2	24.0	5.9	5.1	8.3	4.7
	Mar	368.1	97.9	67.5	125.3	79.3	33.5	8.0	6.6	11.4	7.2
	Apr	382.2	101.4	71.9	123.3	83.2	35.0	8.9	6.9	11.8	6.9
	May	398.8	112.0	72.7	129.6	91.3	38.2	10.2	7.3	12.1	8.6
	Jun[r]	441.0	117.0	81.0	146.8	100.5	43.7	11.8	8.3	13.7	10.4
	Jul[p]	418.6	110.3	76.7	139.4	94.1	37.8	10.5	7.1	12.4	8.1

Components may not agree with totals due to rounding.
r Revised p Preliminary

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
				Median					Average (Mean)		
1982		$67,800	$ 63,500	$55,100	$67,100	$ 98,900	$ 80,500	$ 75,400	$60,700	$ 78,700	$114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1987		85,600	133,300	66,000	80,400	113,200	106,300	146,900	75,500	96,300	133,200
1987	Jul	$88,300	$145,800	$66,000	$81,000	$118,500	$109,800	$158,700	$75,500	$ 98,300	$137,700
	Aug	86,500	135,700	66,500	80,800	115,100	107,000	148,600	76,400	95,600	135,100
	Sep	85,500	133,000	66,100	79,500	116,100	106,900	146,900	76,500	96,300	134,700
	Oct	84,600	135,300	63,800	80,200	116,400	106,100	148,800	73,500	96,600	136,400
	Nov	85,000	134,500	64,400	79,200	115,400	106,600	146,700	74,800	96,200	135,800
	Dec	85,400	134,300	65,000	78,700	117,800	107,100	147,600	75,900	95,500	137,000
1988	Jan	$87,400	$131,500	$67,800	$80,700	$117,900	$108,700	$145,800	$78,800	$ 98,700	$137,100
	Feb	88,100	135,600	67,300	84,800	118,600	110,400	147,700	77,200	103,000	138,500
	Mar	87,900	137,800	67,200	83.300	119,200	110,700	150,200	76,900	101,900	140,200
	Apr	87,300	138,200	67,600	81,100	116,200	108,700	150,600	77,300	97,900	136,500
	May	88,800	142,200	69,100	82,600	123,100	111,900	156,500	79,000	98,700	143,500
	Jun[r]	90,200	147,300	70,000	83,800	127,000	115,400	158,800	81,100	103,500	147,700
	Jul[p]	91,600	146,700	70,600	85,600	123,500	115,300	158,900	81,500	105,300	144,000

r Revised p Preliminary

AUG

1988

SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS
(Percentage Distribution)

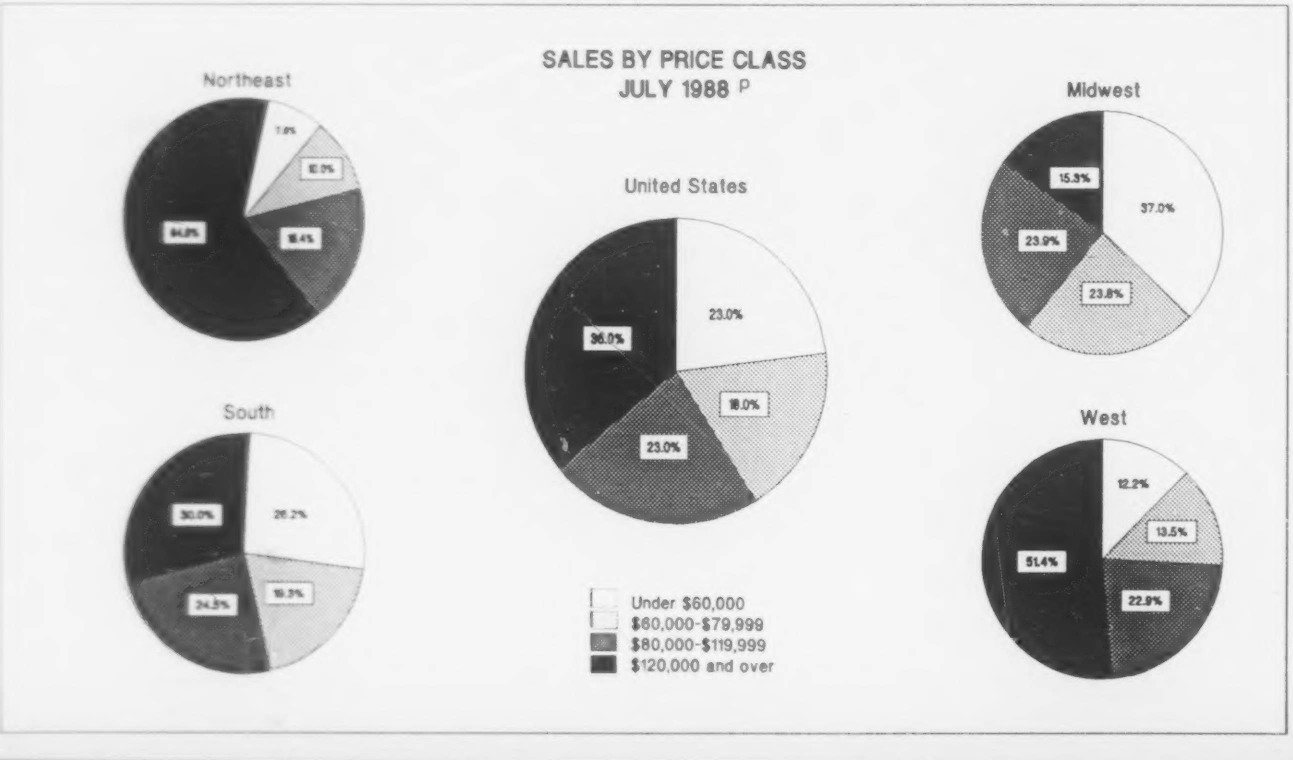
Price Class	Jul 1984	Jul 1985	Jul 1986	Jul 1987^r	Jul 1988^p
$ 19,999 or under	2.0	1.7	1.4	1.6	1.7
$ 20,000-$ 29,999	3.3	3.0	2.2	2.3	2.2
$ 30,000-$ 39,999	6.7	6.1	4.9	4.8	4.4
$ 40,000-$ 49,999	9.7	9.2	8.3	7.6	6.6
$ 50,000-$ 59,999	11.9	11.3	10.9	8.9	8.4
$ 60,000-$ 69,999	11.8	11.7	11.6	9.4	9.0
$ 70,000-$ 79,999	10.9	10.5	10.8	8.7	8.8
$ 80,000-$ 89,999	8.9	8.9	8.8	8.0	8.0
$ 90,000-$ 99,999	6.8	6.7	6.5	6.5	6.0
$100,000-$119,999	8.6	8.9	8.9	9.1	9.1
$120,000-$159,999	10.3	11.3	12.1	14.2	14.0
$160,000-$199,999	4.3	5.1	5.8	7.5	8.3
$200,000-$249,999	2.3	2.8	3.4	4.8	5.6
$250,000 and over	2.5	3.2	4.4	6.6	7.9
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$74,200	$76,700	$79,900	$88,300	$91,600

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS
JULY 1988^p
(Percentage Distribution)

Number of Bedrooms	United States	North-east	Midwest	South	West
2 Bedrooms or less	17.3	14.7	19.3	15.0	20.4
3 Bedrooms	52.6	49.8	55.5	55.2	47.3
4 Bedrooms or more	30.1	35.5	25.2	29.8	32.3
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary



SALES BY PRICE CLASS JULY 1988 P

SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS
JULY 1988[p]
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	1.7	1.6	3.2	1.4	0.7
$ 20,000 - $ 29,999	2.2	0.6	3.7	2.5	0.9
$ 30,000 - $ 39,999	4.4	0.9	7.3	5.1	1.9
$ 40,000 - $ 49,999	6.6	1.5	10.2	7.8	3.6
$ 50,000 - $ 59,999	8.4	3.1	12.6	9.4	5.1
$ 60,000 - $ 69,999	9.0	4.5	12.2	10.1	6.4
$ 70,000 - $ 79,999	8.8	5.5	11.6	9.2	7.1
$ 80,000 - $ 89,999	8.0	5.6	9.9	8.2	6.8
$ 90,000 - $ 99,999	6.0	4.8	6.0	6.4	6.0
$100,000 - $119,999	9.1	8.0	8.0	9.9	10.1
$120,000 - $159,999	14.0	20.8	8.5	13.7	16.8
$160,000 - $199,999	8.3	16.5	3.4	6.9	11.2
$200,000 - $249,999	5.6	10.5	1.7	3.8	9.8
$250,000 and over	7.9	16.2	1.7	5.6	13.6
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$91,600	$146,700	$70,600	$85,600	$123,500

p Preliminary

HOUSING AFFORDABILITY

Year	Median-Priced Existing Single-Family Home	Mortgage Rate*	Monthly P & I Payment	Payment as % Income	Median Family Income	Qualifying Income**	Affordability Indexes Composite	Fixed	ARM
1982	$67,800	15.38%	$702	35.9%	$23,433	$33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1987	85,600	9.28	565	21.8	31,100	27,101	114.8	108.0	123.0
1987									
Jul	$88,300	9.41%	$589	23.3%	$30,416	$28,289	107.5	99.4	116.7
Aug	86,500	9.40	577	22.7	30,553	27,688	110.3	102.1	119.3
Sep	85,500	9.25	563	22.0	30,689	27,010	113.6	104.2	122.2
Oct	84,600	9.22	555	21.6	30,827	26,655	115.7	104.4	124.0
Nov	85,000	9.25	559	21.7	30,963	26,852	115.3	103.8	122.4
Dec	85,400	9.20	560	21.6	31,100	26,860	115.8	104.6	121.4
1988									
Jan	$87,400	9.24%	$575	22.1%	$31,242	$27,586	113.3	102.4	120.1
Feb	88,100	9.16	575	22.0	31,384	27,611	113.7	103.5	120.5
Mar	87,900	9.14	573	21.8	31,526	27,500	114.6	106.3	123.1
Apr	87,300	9.21	573	21.7	31,668	27,482	115.2	106.7	125.6
May	88,800	9.22	583	22.0	31,810	27,978	113.7	105.9	123.0
Jun[r]	90,200	9.28	595	22.4	31,952	28,570	111.8	102.3	121.2
Jul[p]	91,600	9.32	607	22.7	32,094	29,116	110.2	99.7	119.3

r Revised

p Preliminary

* Effective rate on loans closed on existing homes - Federal Home Loan Bank Board.

** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1987		361,000	189,000	64,000	78,000	31,000
1987	II	374,000	197,000	65,000	79,000	33,000
	III	370,000	201,000	66,000	73,000	31,000
	IV	340,000	169,000	57,000	81,000	33,000
1988	I	397,000	209,000	64,000	85,000	39,000
	II^r	389,000	186,000	73,000	81,000	47,000

r Revised

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Sales)

Year		United States	Northeast	Midwest	South	West
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1987		3,887,000	874,000	1,023,000	1,360,000	630,000
1987	II	4,010,000	900,000	1,050,000	1,400,000	660,000
	III	3,810,000	880,000	950,000	1,350,000	630,000
	IV	3,730,000	840,000	950,000	1,340,000	610,000
1988	I	3,650,000	850,000	960,000	1,250,000	580,000
	II^r	4,030,000	890,000	950,000	1,420,000	690,000

r Revised

MEDIAN SALES PRICE OF APARTMENT CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1983		$64,000	$ 61,300	$55,200	$62,000	$ 97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1987		77,800	98,300	61,700	64,100	97,200
1987	II	$77,700	$ 97,400	$59,300	$69,000	$ 95,800
	III	80,300	100,000	65,800	62,900	101,500
	IV	78,300	108,800	58,700	59,100	99,300
1988	I	$81,200	$109,400	$57,700	$65,400	$104,200
	II^r	83,800	110,300	61,000	66,300	106,300

r Revised

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS (Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
	1985	1986	1987	1987			1988	
				II	III	IV	I	II^{r}
Alabama	59.7	60.8	59.7	63.9	57.1	59.2	52.4	50.4
Alaska	10.0	6.1	7.7	7.9	8.9	9.1	8.5	8.0
Arizona	71.7	73.8	67.3	84.4	68.6	65.9	53.4	60.0
Arkansas	49.8	52.8	48.2	52.4	46.8	44.0	39.0	51.2
California*	407.2	484.6	507.0	570.1	507.2	515.1	491.5	439.5
Colorado	49.3	47.5	46.7	50.7	40.2	41.8	38.6	52.3
Connecticut	56.0	52.0	52.5	49.9	54.5	50.8	53.6	61.9
Delaware	12.3	12.9	13.9	14.5	14.0	13.4	12.5	13.9
District of Columbia	9.9	11.6	10.5	10.1	10.4	9.3	11.3	10.2
Florida	151.3	169.4	184.2	186.4	179.8	206.1	168.9	171.1
Georgia	65.1	75.1	89.0	104.9	89.7	81.1	88.7	86.8
Hawaii	7.9	10.0	11.5	12.5	11.4	10.9	11.1	10.7
Idaho	11.5	11.3	10.9	10.6	9.4	11.3	10.9	11.1
Illinois	140.5	179.2	175.3	168.6	191.8	178.2	168.6	178.2
Indiana	90.1	86.1	89.8	99.2	83.5	75.2	83.5	96.1
Iowa	39.5	46.1	48.3	47.8	58.0	44.0	58.0	52.9
Kansas	47.4	54.4	54.4	56.0	49.0	47.9	53.6	48.5
Kentucky	57.7	58.6	64.1	63.4	62.8	78.3	66.0	68.6
Louisiana	44.1	34.0	40.4	39.8	41.2	37.8	33.7	26.8
Maine	27.1	30.8	35.2	39.5	35.1	33.4	30.0	36.9
Maryland	80.9	86.9	78.5	78.9	82.3	83.6	72.0	78.8
Massachusetts	80.5	84.6	100.5	113.7	97.2	100.4	96.0	96.6
Michigan	167.2	186.6	169.6	185.7	151.2	151.2	173.8	183.3
Minnesota	73.9	96.8	89.4	78.2	75.2	75.9	78.2	78.9
Mississippi	35.5	34.2	34.2	36.6	34.7	30.8	28.1	30.0
Missouri	85.8	88.4	88.4	90.4	81.3	83.3	94.5	77.2
Montana	11.1	11.9	11.6	12.4	10.5	12.6	9.7	12.2
Nebraska	24.5	25.5	23.3	26.5	20.3	20.3	26.2	21.3
Nevada	10.0	11.0	12.2	13.0	13.9	11.7	11.5	10.7
New Hampshire	19.3	20.3	19.2	13.4	20.4	22.5	16.8	12.8
New Jersey	148.8	159.6	157.3	169.4	160.5	130.0	148.8	160.5
New Mexico	19.8	19.5	20.0	21.3	19.9	17.1	16.5	21.0
New York	190.7	216.8	223.9	240.9	214.4	195.4	206.8	223.9
North Carolina	123.3	139.2	140.6	149.9	140.4	130.9	135.7	130.9
North Dakota	8.9	9.5	11.2	10.0	10.0	11.1	13.0	10.2
Ohio	162.5	179.9	180.9	189.6	166.4	174.1	185.7	187.7
Oklahoma	46.8	49.4	44.6	43.0	46.1	46.8	44.5	45.3
Oregon	39.3	45.0	48.5	45.4	47.4	50.0	48.0	54.5
Pennsylvania	210.8	258.3	259.5	229.8	286.8	275.7	259.9	261.5
Rhode Island	13.2	13.5	13.4	14.0	14.2	12.6	12.5	16.1
South Carolina	52.6	58.0	60.9	68.3	64.0	58.4	43.8	71.1
South Dakota	11.3	13.2	13.0	13.3	12.6	12.8	14.9	15.9
Tennessee	99.2	112.0	111.2	118.7	112.3	103.6	99.6	102.0
Texas	203.8	198.9	224.3	226.5	234.9	237.8	212.3	223.6
Utah	15.5	14.6	14.6	13.7	13.7	14.0	14.0	14.0
Vermont	9.9	12.4	13.6	15.9	13.1	11.9	16.9	21.0
Virginia	107.2	130.4	113.0	118.0	110.3	107.4	111.4	112.5
Washington	43.8	50.6	43.6	41.9	53.2	39.3	45.4	48.9
West Virginia	37.7	39.7	36.6	31.6	37.8	31.0	55.9	48.9
Wisconsin	65.5	76.9	73.3	76.1	59.8	71.4	65.2	76.1
Wyoming	6.5	6.1	6.0	6.6	4.8	6.1	5.1	6.5

* Provided by the California Association of REALTORS®.

r Revised

METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*

(Not Seasonally Adjusted in Thousands of Dollars)

Metropolitan Area	Years			Quarters				
	1985	1986	1987	1987			1988	
				II	III	IV	I	II[r]
Akron	$ 52.7	$ 56.2	$ 57.1	$ 56.9	$ 57.8	$ 58.1	$ 57.1	$ 60.1
Albany/Schenectady/Troy	60.3	72.7	86.4	86.5	88.6	90.3	87.0	91.1
Albuquerque	76.8	81.6	82.6	82.5	84.4	79.8	79.7	81.6
Orange County(Anaheim/Santa Ana MSA)**	136.2	147.7	166.9	169.8	171.2	174.9	183.8	204.0
Baltimore	72.6	74.0	81.1	76.8	81.9	84.3	83.6	87.3
Baton Rouge	74.6	70.9	67.8	68.1	69.2	65.5	65.7	64.5
Birmingham	64.5	68.3	71.6	72.7	71.6	73.9	73.1	76.5
Boston	134.2	159.2	177.2	176.2	182.2	177.5	176.9	182.9
Buffalo/Niagara Falls	46.7	52.4	56.7	56.8	56.6	59.2	64.1	64.8
Charleston	64.8	n/a	72.7	72.1	74.6	73.2	72.6	73.5
Chattanooga	52.3	55.3	59.0	58.9	58.8	60.3	61.2	63.2
Chicago	81.1	86.1	90.8	90.9	91.2	91.5	92.8	99.3
Cincinnati	60.2	n/a	66.1	65.9	66.9	69.1	66.7	69.6
Cleveland	64.4	66.9	68.1	68.8	68.5	67.6	66.5	69.9
Columbus	62.2	65.5	68.7	67.2	72.7	69.3	66.2	73.4
Dallas/Ft. Worth	87.7	92.8	89.2	90.0	89.3	85.8	85.9	85.5
Denver	84.3	86.4	88.9	88.2	91.0	86.5	83.7	83.4
Des Moines	52.5	55.9	55.6	56.8	56.2	52.1	54.5	58.2
Detroit	51.7	58.1	65.6	66.2	65.9	66.3	71.5	72.3
El Paso	57.6	59.0	59.2	58.0	62.6	58.6	57.8	60.5
Ft.Lauderdale/Hollywood/Pompano Beach	74.6	77.7	79.6	79.7	80.8	80.6	78.6	79.2
Grand Rapids	46.7	50.4	53.5	53.4	54.0	55.7	55.4	58.3
Hartford	99.6	129.0	157.4	157.0	165.4	163.9	166.4	169.0
Honolulu	162.1	172.0	186.0	182.9	190.6	193.3	198.4	198.7
Houston	78.6	69.9	65.9	67.4	67.3	62.8	60.2	63.5
Indianapolis	55.0	59.0	62.5	63.8	62.8	60.7	61.8	66.7
Jacksonville	58.4	62.8	65.1	65.8	66.3	65.2	68.9	67.4
Kansas City	61.4	65.4	69.8	71.1	69.2	68.5	70.9	71.9
Knoxville	58.2	60.3	65.4	66.2	66.1	65.6	66.3	65.5
Lansing	50.3	52.4	54.5	56.0	56.3	53.6	53.4	57.8
Las Vegas	75.1	77.5	77.0	77.9	76.7	76.7	75.7	77.9
Los Angeles Area**	n/a	128.8	139.5	147.5	154.3	153.4	159.9	175.6
Louisville	50.6	51.7	51.7	53.4	53.3	51.5	52.2	54.1
Memphis	64.6	70.6	75.0	76.9	75.2	76.3	77.5	76.8
Miami/Hialeah	80.5	81.1	81.1	84.4	83.5	80.4	78.0	83.5
Milwaukee	67.5	69.9	70.5	71.7	70.9	70.8	72.6	75.3
Minneapolis/St Paul	75.2	77.9	80.5	80.2	80.9	80.6	84.4	84.3
Nashville/Davidson	66.1	70.8	75.5	75.6	75.7	77.2	77.6	78.3
New Orleans	n/a	n/a	n/a	n/a	n/a	74.1	73.0	73.2
New York/Northern New Jersey/Long Island	134.0	160.6	183.5	183.0	190.3	185.1	187.0	194.0
Oklahoma City	64.7	63.0	62.3	65.2	61.4	59.5	56.5	56.9
Omaha	58.3	58.8	59.0	60.0	59.7	57.5	58.3	58.7
Orlando	70.3	72.5	76.2	76.4	72.9	78.7	78.7	77.7
Philadelphia	74.0	82.4	97.0	92.1	104.9	92.6	97.7	101.9
Phoenix	74.7	78.4	80.9	81.4	82.7	80.4	79.0	79.1
Pittsburgh	n/a	n/ a	n/.a	n/a	n/a	n/a	60.9	62.2
Portland	61.5	62.6	64.2	64.3	64.0	66.3	62.9	64.9
Providence	67.5	87.6	121.4	119.7	126.6	127.6	123.3	130.4
Riverside/San Bernadino**	87.3	94.5	98.7	98.3	100.7	101.2	95.5	104.6
Rochester	64.2	68.3	72.5	72.3	74.1	72.8	73.2	73.7
St. Louis	65.7	70.9	74.3	74.7	75.7	73.3	74.1	79.5
Salt Lake City/Ogden	66.7	68.5	69.4	69.5	71.1	67.9	65.3	66.9
San Antonio	67.7	69.2	70.2	72.6	72.1	67.6	63.4	65.2
San Diego**	106.4	118.2	128.8	127.1	132.0	132.6	134.4	142.5
San Francisco Bay Area**	n/a	n/a	171.4	170.0	175.9	176.0	178.8	196.3
Seattle/Tacoma	n/a	n/a	82.6	84.2	82.6	84.2	88.2	93.6
Syracuse	58.8	64.3	68.9	68.1	71.3	70.0	68.1	74.9
Tampa/St.Petersburg/Clearwater	58.4	61.1	63.8	64.9	65.0	63.4	60.2	65.5
Toledo	51.9	56.0	56.3	58.2	56.9	54.7	56.5	59.7
Tulsa	66.7	65.5	65.7	67.4	66.7	63.1	63.5	65.0
Washington, DC	97.1	101.6	114.2	115.0	117.7	121.5	132.4	131.2
West Palm Beach/Boca Raton/Delray Beach	88.3	92.6	102.6	102.9	99.1	102.4	91.5	94.8

n/a Not Available r Revised

* All areas are metropolitan statistical areas (MSA) as defined by the US Office of Management and Budget. They include the named central city and surrounding areas. **Provided by the California Association of REALTORS®.

NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED
(Thousands of Units)

Year		Total	In structures with – –			Regions			
			1 unit	2 to 4 units	5 units or more	Northeast	Midwest	South	West
1982		1,062	663	80	320	117	149	591	205
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
1987		1,621	1,146	66	409	269	298	634	420
			Seasonally Adjusted Annual Rates						
1987	Jul	1,594	1,142	59	393	278	253	635	428
	Aug	1,583	1,109	58	416	249	274	639	421
	Sep	1,679	1,211	49	419	255	309	695	420
	Oct	1,538	1,105	67	366	254	251	622	411
	Nov	1,661	1,129	51	481	269	313	648	431
	Dec	1,399	1,035	51	313	222	281	576	320
1988	Jan	1,382	1,016	53	313	306	226	463	387
	Feb	1,519	1,102	59	358	307	259	593	360
	Mar	1,529	1,172	57	300	290	262	572	405
	Apr	1,584	1,093	58	433	265	345	595	379
	May^r	1,393	1,004	52	337	200	269	562	362
	Jun^r	1,454	1,089	60	305	240	264	570	380
	Jul^p	1,489	1,080	47	362	262	296	563	368

r Revised p Preliminary
Source: Census Bureau, U.S. Department of Commerce.

NEW ONE-FAMILY HOUSES SOLD
(Thousands of houses sold during period)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		412	47	48	219	99					
1983		623	76	71	323	152					
1984		639	94	76	309	160					
1985		688	112	82	323	170					
1986		750	136	90	321	190					
1987		671	117	98	272	186					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Jul	672	117	94	269	191	55	10	8	22	15
	Aug	673	112	87	277	197	56	9	8	22	16
	Sep	644	116	77	271	181	52	10	6	22	13
	Oct	653	115	98	245	195	52	10	8	18	16
	Nov	625	154	89	206	176	43	12	6	14	12
	Dec	586	78	99	240	168	37	5	6	16	11
1988	Jan	579	101	94	206	178	43	7	5	16	15
	Feb	664	112	108	264	164	68	11	9	30	19
	Mar	664	114	91	280	179	68	11	9	30	19
	Apr^r	681	110	94	287	190	68	10	10	28	19
	May^r	675	100	96	283	197	64	9	10	26	18
	Jun^r	720	114	91	284	231	65	11	9	25	20
	Jul^p	686	93	86	270	237	55	8	7	22	18

Components may not agree with totals due to rounding.
r Revised p Preliminary
Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
MONTHS OF JULY
(Percentage Distribution)

Price Class	Jul 1984	Jul 1985	Jul 1986	Jul 1987r	Jul 1988p
Under $60,000	19	19	11	8	8
$60,000 to $79,999	30	28	22	18	16
$80,000 to $99,999	20	20	22	21	14
$100,000 to $119,999	10	8	13	14	10
$120,000 to $149,999	9	10	13	16	20
$150,000 and over	13	15	19	23	32
Median Sales Price	$80,700	$82,100	$94,100	$105,000	$123,500

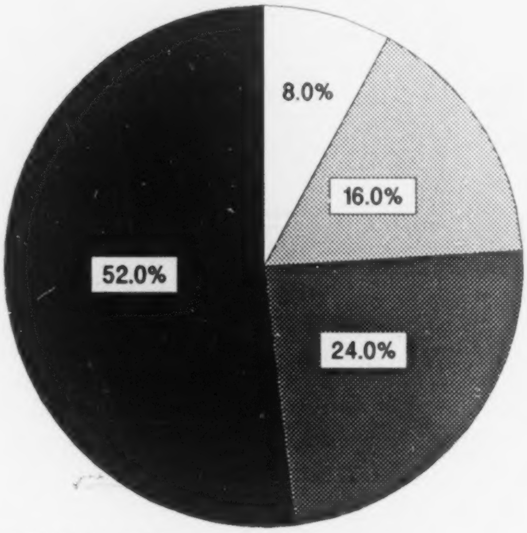
r Revised p Preliminary
Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
SECOND QUARTER 1988p
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
Under $60,000	8	*	10	14	3
$60,000 to $79,999	16	*	20	26	9
$80,000 to $119,999	30	13	37	28	36
$120,000 and over	46	65	33	32	53
Median Sales Price	$112,400	$152,900	$99,900	$89,100	$124,000

* Insufficient Sample Size
p Preliminary
Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
JULY 1988 p
(Percentage Distribution)



Source: U.S. Department of Commerce, Bureau of the Census
p Preliminary

REALTOR®

NATIONAL ASSOCIATION OF REALTORS®
Economics & Research Division
777 14th Street, N.W.
Washington, D.C. 20005

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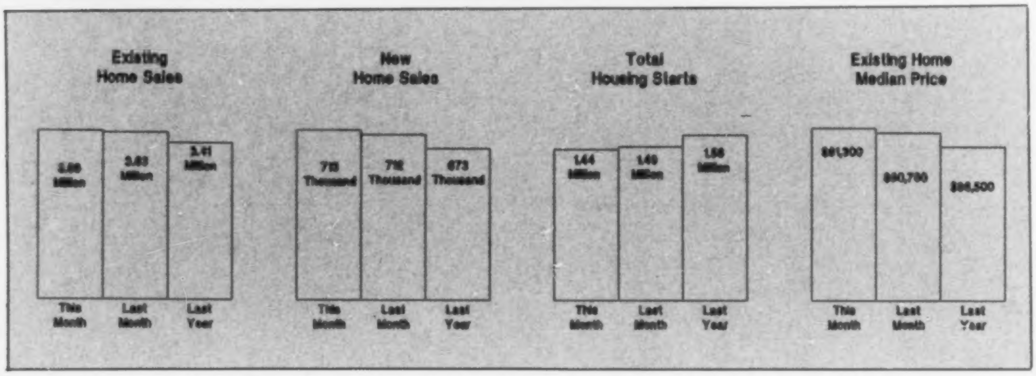
Vol. 2, No. 9 September 1988

Home Sales

Existing and New Single-Family, Apartment Condos and Co-ops

HOME SALES SUMMARY



HIGHLIGHTS

- Existing and new single-family home sales inched upwards in August. Existing home sales registered a mild 1.1 percent uptick to a seasonally adjusted annual rate of 3,670,00 units while new home sales activity increased marginally to an annualized rate of 713,000 units.
- The total inventory of unsold existing and new homes increased a scant 10,000 units to 2,875,000. The months' supply of existing and new homes each moved down a notch to 8.2 months and 6.3 months , respectively.
- Total private housing starts decreased 3.3 percent to an annualized rate of 1,436,000 units. This overall reduction resulted from a sharp 30.5 percent drop in multifamily housing starts – now at the lowest level since April 1982.
- The median price of an existing single-family home hit a new high of $91,300 – the fourth straight monthly increase. The more volatile new home median price dropped to $112,000 – $8,000 below last month's all-time high of $120,000.
- Housing became less affordable for the fourth straight month. The Housing Affordability Index slipped to 109.0, down 4.8 points from this year's high of 113.8 reached in April.

ECONOMICS AND RESEARCH DIVISION
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SURVEY DESCRIPTION

Publication

1. "Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage

2. Each month the REALTORS® Economics and Research Division receives data on existing single-family home sales from over 400 Boards of REALTORS® and multiple listing systems. In 1985 data on over 1,590,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	14	South	35
Midwest	28	West	23

Sales Volume

6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a *standard home*. Prices are influenced by changes in cost *and* changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are *not seasonally adjusted*.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation — the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium cooperative sales and state home sales are based on a quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

EQUAL HOUSING OPPORTUNITY

THE NATIONAL ASSOCIATION OF REALTORS® is pledged to the letter and spirit of U.S. policy for the achievement of equal housing opportunity throughout the nation. The Association encourages and supports an affirmative advertising and marketing program in which there are no barriers to obtaining housing because of race, color, religion, sex, or national origin.

SUBSCRIPTION INFORMATION

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GAP - Becoming a Chasm?

The dictionary has several definitions of a gap, but the most appropriate is "a conspicuous disparity." I cannot think of a better way to describe the plight of those American families struggling to purchase their first home. While this space has frequently addressed the problem, this issue of *Home Sales* introduces a new measure of the problem (see page 10).

A little background may prove useful. Other research conducted by the NATIONAL ASSOCIATION OF REALTORS® has indicated that first-time homebuyers buy less expensive homes than their repeat buyer counterparts. Statistically the median purchase price has repeatedly worked out to 85 percent of the overall median price for resale homes. This 85 percent of median is used as the home price in the calculation of the new index. In the second quarter first-time buyers typically bought starter homes priced at $75,508.

Again, it is not surprising that the first-time buyers make smaller downpayments. In fact, downpayments average between 7 and 10 percent rather than nearly 25 percent for all homebuyers. Our measure of affordability assumes a 10 percent downpayment. Of course, even the $7,551 downpayment assumed requires careful planning and years of hard work for the first-time buyer to achieve. In fact, without generous gifts from parents, many young homeowners would still be renters. Moreover, the buyers portion of closing costs are not directly included in this analysis, but they directly and significantly affect the ability of young families to amass the financial resources to approach the closing table. Rather than dwell on the downpayment stumbling block, this first-time buyer index is introduced as a starting point while further research is conducted to quantify the downpayment problem.

Loans are generally more costly to first-time buyers as well, but not just because they are buying their first home. Private mortgage insurance is required when the downpayment is less than 20 percent of the home's value. Since the downpayment rate is now assumed to be 10 percent, mortgage insurance is required by the lender (and the secondary market) to protect their investments. PMI premiums are now paid in a lump sum and tacked onto the mortgage amount, rather than carried as an extra quarter of a point on the mortgage rate. For sheer convenience of tabulation, however, PMI is reflected in the calculation of the index as a 25 basis point addition to the mortgage rate.

The higher mortgage rate and lower downpayment percentage work against the first-time buyer's ability to carry the mortgage by increasing mortgage payments, while the lower cost of the home increases affordability. In the final analysis, the monthly cost of carrying the typical starter home is only slightly less than for the overall median price used in our composite affordability index. First-time buyers in the second-quarter typically faced monthly mortgage payments of $570 compared to $584 for all buyers. Thus to purchase a home priced 15 percent below the overall median they manage a 2.4 percent lower monthly payment.

But wait a minute. There is still one more variable to factor in – the income of these potential first time buyers. Traditionally housing economists have tagged the 25-34 year olds as prime first-time buyers. The economic problems in the 1980s, however, have forced us to modify this thinking since the homeownership rate of the 35-44 year olds has plummeted along with that for younger adults. Examination of unpublished data collected by the Census Bureau allow calculation of a median family income for renter families with a householder between the ages of 25 and 44. Not surprisingly, the income is lower than the overall median family income, resulting in a lower affordability index. But the leap to ownership has always been a struggle, hasn't it? What is the significance of this finding?

First-time buyers have a problem all around the country in terms of accumulating down-payments and carrying monthly mortgage payments, but those problems are magnified in more costly areas especially the largest metro areas on the East and West Coasts. This problem is making it very difficult to attract and retain talented employees who wish to share in the American Dream of homeownership.

Remember the gap? It is growing! It is clearly harder for first-time buyers to enter the market now relative to their previous owner counterparts. In 1978 the first-time buyer affordability index was 26 percent below our composite index. Ever so gradually in the last ten years the gap has grown wider – to the point where the first-time buyer index is now 30 percent below the composite index. It is clearly more difficult to climb onto the housing ladder, and unless something is done to address the problem the gap is in jeopardy of becoming a chasm!

Glenn Crellin
Divisional Vice President

August Housing Market

Home sales edged upwards in August reflecting a continuing firm underlying demand for housing despite recent increases in mortgage interest rates. Existing home sales increased a modest 1.1 percent to a seasonally adjusted annual rate of 3,670,000 units, 7.6 percent above the same month a year ago. Concurrently, new home sales crept up a slim 0.1 percent to 713,000 units, 5.9 percent above August 1987.

Regional analysis of existing home sales reveals fairly even levels of activity over the past two months. The Northeast reported a 2.9 percent drop to a 670,000 unit annualized rate while the South registered a 4.4 percent increase to a 1,420,000 unit pace. Sales volume in the Midwest and West was unchanged at seasonally adjusted rates of 910,000 and 650,000 units, respectively.

When viewed regionally, new home sales show a mixed pattern. The Northeast reported a 1.9 percent increase to a 107,000 unit seasonally adjusted annual rate while the Midwest posted a 10.9 percent gain to 102,000 units. Activity in the South was basically unchanged at a 287,000 unit pace while sales fell 5.2 percent in the West to 217,000 units.

Inventory Available for Sale

The overall inventory of unsold homes rose in August with an increase in the supply of existing homes accounting for the gain. The total supply of homes available for sale stood at 2,875,000 units. During the month the number of existing single-family homes available for sale increased by a scant 10,000 units to 2,510,000 while the inventory of new unsold homes was unchanged at 365,000 structures.

The months' supply of homes on the market was hardly affected by the marginal change in overall inventory with the supply of existing and new homes each slipping a tenth of a month to 8.2 months and 6.3 months, respectively.

Housing Construction

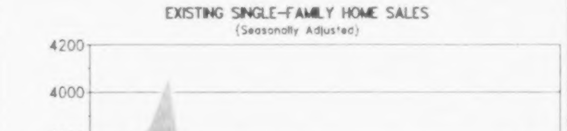
While new housing construction continues to look weak, it is largely due to the persistant erosion in the level of multifamily housing. Overall housing starts slipped 3.3 percent to a seasonally adjusted annual rate of 1,436,000 units -- a variation of less than 100,000 units, over the past four months. This statistic, however, masks the gradual downtrend in construction of multifamily structures with five or more units which is now at an annualized rate of 289,000 units, the lowest it's been since April 1982.

New-home construction at the regional level was mixed with the Northeast and Midwest reporting particularly sharp declines in the rate of activity. The Northeast posted a 20.7 percent drop to 207,000 units and the Midwest reported a 17.2 percent decrease to 240,000 units. By contrast, the South was essentially unchanged at a rate of 565,000 units while the West registered a surprising spurt of 14.3 percent to a pace of 424,000 units, the highest since December of last year.

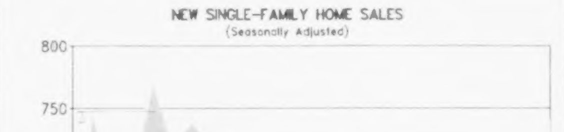
It should be noted that all regions are still well below the level of a year ago with the exception of the West which reported an increase of less than one percent.

Home Sales Prices

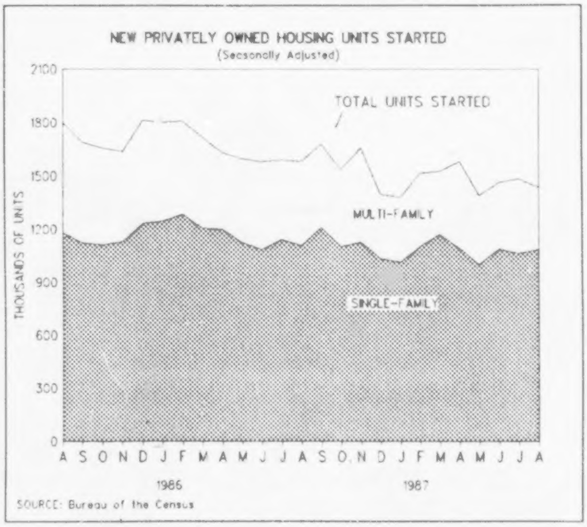
Existing single-family home sales prices increased for the fourth straight month while new home prices, which tend to move somewhat erratically, fell after hitting a new high in July.



SOURCE: NATIONAL ASSOCIATION OF REALTORS



SOURCE: NATIONAL ASSOCIATION OF REALTORS; Bureau of the Census



SOURCE: Bureau of the Census

The median price of an existing single-family home increased $400 to a new high of $91,300, 5.5 percent above the same month a year ago. By contrast, the new home median price dropped $5,200 to $112,000, still 4.9 percent above August 1987. Although new home prices were at a new high of $120,000 just last month, they have in fact been fluctuating within a $110,000 to $120,000 range since last February – an indication that the new home move – up market has been stabilizing.

Prices in the regions were also strong compared to a year ago. While the Northeast is no longer posting the double digit increases it did at this time last year, it still leads the other regions. Comparisons with last month show the median price in the Northeast edged up $100 to $144,800 -- below the all-time high of $147,300 reached in June -- but still 6.7 percent above August a year ago. The Midwest reported a $1,000 increase to a new high of $70,500, 6.0 percent above August 1987. Prices in the South slipped $100 to $84,300, 4.3 percent higher than a year ago and the West registered a $3,300 decrease to $122,000, 6.0 percent greater than last year's median price.

Resale Housing Affordability

Rising housing costs coupled with an increase in the effective mortgage interest rate for loans closed made homebuying slightly more difficult in August. The Housing Affordability index slipped half a point to 109.0 during the month -- the fourth consecutive monthly decline.

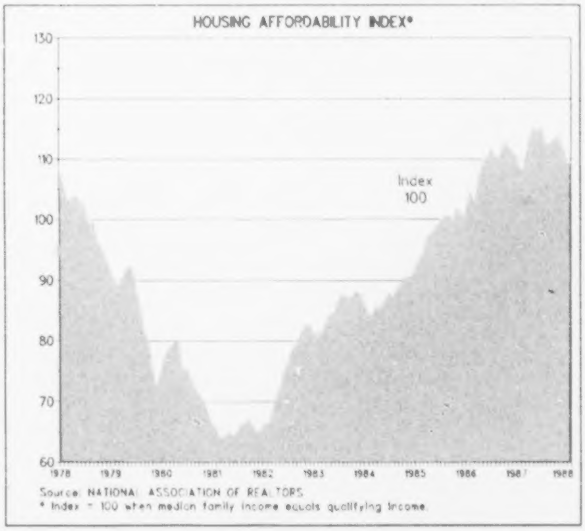
At its present level the Housing Affordability Index means that the family earning the median family income of $31,684 for August would have 109.0 percent of the income required to minimally qualify for a conventional mortgage covering 80 percent of the median price of $91,300.

Adjustable rate mortgages continue to offer an attractive alternative to fixed-rate mortgages -- keeping initial payments down especially since mortgage interest rates have been rising. The spread between fixed-rate and adjustable rate mortgages is at a relatively high 19.1 points with the ARM affordability index at 117.3. Moreover, the use of ARM's has increased during the past four months with ARM's accounting for 61 percent of all mortgages in August, according to the Bank Board.

With increasing numbers of prospective first-time homeowners being denied their opportunity to share in the American dream of homeownership it became imperative that we develop a way to measure the difficulties faced by the important first-time buyer segment as a supplement to the overall Housing Affordability Index.

This issue of the Home Sales report contains a newly developed first-time homebuyer affordability index that allows us to begin tracking the affordability of housing for first-time homebuyers. By comparing the new first-time homebuyer index with our already established composite index we can now identify the degree of difficulty entry level homebuyers face in attaining their homeownership goal, and whether the homeownership gap is becoming more acute.

The First-Time Homebuyer Index in the second quarter of 1988 was 79.8. This means that the typical renter family in their prime homebuying years had 79.8 percent of the income required to qualify for a mortgage on a typically priced starter home assuming a downpayment of 10 percent. The interest rate includes the cost of private mortgage insurance.



Source: NATIONAL ASSOCIATION OF REALTORS
* Index = 100 when median family income equals qualifying income.

The difference between the two affordability indexes is in effect the affordability gap which can be expressed as a simple percentage. For the second quarter, therefore, with a composite affordability index of 114.1 and a first-time homebuyer index of 79.8, the affordability gap is 30.0 percent, compared to a gap of 29.4 percent a year ago. The plight of the first-time buyer is indeed more acute.

SEPT

1988

Condominium/Cooperative Resales

Total apartment condominium/cooperative resales in the second quarter declined 2.0 percent to a 389,000 unit seasonally adjusted annual rate, 4.0 percent above a year ago.

While nationwide volume was lower than the preceding quarter, regional volume was mixed. The Northeast reported a sharp 11.0 percent drop to a seasonally adjusted annual rate of 186,000 units while sales in the South decreased 4.7 percent to an 81,000 unit annual rate. By contrast, sales in the Midwest jumped 14.1 percent to a 73,000 unit pace and activity in the West spurted 20.5 percent to a 47,000 unit rate.

Overall second quarter apartment condo/co-op prices advanced from the first quarter. Nationwide prices rose 3.2 percent to a median of $83,800 while regional prices increased across the board. The Midwest posted the largest gain, 5.7 percent to $61,00. The Northeast, by contrast, registered only a marginal increase to $110,300. Both the South and the West reported modest increases of 1.4 percent and 2.0 percent to $66,300 and $106,300, respectively.

Total Home Sales

Overall, total existing home sales activity including apartment condominiums and cooperatives was vigorous in the second quarter of 1988 but there were strong differences among the regions. Home sales volume for the nation rebounded 10.4 percent from a slower first quarter to a seasonally adjusted annual rate of 4,030,000 units. Regionally, three of the four regions reported significant second quarter gains with the West posting a 19.0 percent increase to a 690,000 unit annual rate. The South followed with the next highest increase of 13.6 percent to 1,420,000 units and the Northeast registered a 4.7 percent gain to an 890,000 unit rate. Sales in the Midwest slipped a modest 1.0 percent to a 950,000 unit pace.

State Resale Market

The particularly strong volume increases in the West and South are worth noting. A look at individual state sales volume shows that eight of the 13 Western states posted increases of five percent or more with seven registering increases of 10 percent or more. Those with increases of at least ten percent were: Arizona (12.4%), California (16.6%), Colorado (35.5%), Montana (25.8%), New Mexico (27.3%), Oregon (13.5%), and Wyoming (27.5%). In the South, six of the total 17 states reported increases of five percent or more. Those states with increases of at least ten percent were: Arkansas (31.3%), Delaware (11.2%), and South Carolina (62.3%).

Metropolitan Home Prices

Existing single-family home prices advanced on a broad front in the second quarter when compared with the same quarter of a year ago. Increases were reported by all but 15 of the 60 metropolitan areas in our survey. Twenty-six of the mets reported price increases of 5 percent or more with nine posting gains of at least 10 percent.

Halvor Juul
Director of Surveys

STATE HOME RESALES
(Change from 1st Quarter 1988)

Down 10% or More
- Louisiana
- Missouri
- Nebraska
- New Hampshire
- North Dakota
- West Virginia

Down 0.1 - 9.9%
- Alabama
- Alaska
- District of Columbia
- Georgia
- Hawaii
- Iowa
- Kansas
- Nevada
- North Carolina

Up 0.1 - 9.9%
- Florida
- Idaho
- Illinois
- Kansas
- Kentucky
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Mississippi
- New Jersey
- New York
- Ohio
- Oklahoma
- Pennsylvania
- South Dakota
- Tennessee
- Texas
- Utah
- Virginia
- Washington

Up 10% or More
- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- Indiana
- Maine
- Montana
- New Mexico
- Oregon
- Rhode Island
- South Carolina
- Wisconsin
- Wyoming

METROPOLITAN HOME SALES PRICE
(Change from 2nd Quarter 1987)

Down
- Albuquerque
- Baton Rouge
- Dallas/Ft. Worth
- Denver
- Ft. Lauderdale/Hollywood/Pompano Beach
- Houston
- Knoxville
- Miami/Hialeah
- Oklahoma City
- Omaha
- Phoenix
- Salt Lake City/Ogden
- San Antonio
- Tulsa
- West Palm Beach/Boca Raton/Delray Beach

Up 0.1 - 4.9%
- Albany/Schenectady/Troy
- Boston
- Charleston, SC
- Cleveland
- El Paso
- Indianapolis
- Jacksonville
- Kansas City
- Lansing
- Las Vegas
- Louisville
- Memphis
- Nashville/Davidson
- New York/Northern New Jersey/Long Island
- Orlando
- Portland
- Rochester
- Tampa/St. Petersburg/Clearwater
- Toledo

Up 5.0 - 9.9%
- Akron
- Birmingham
- Chattanooga
- Chicago
- Cincinnati
- Columbus
- Des Moines
- Detroit
- Grand Rapids
- Hartford
- Honolulu
- Milwaukee
- Minneapolis/St.Paul
- Philadelphia
- Providence
- Riverside/San Bernadino
- St. Louis

Up 10% or More
- Orange County(Anaheim/Santa Ana MSA)
- Baltimore
- Buffalo/Niagara Falls
- Los Angeles Area
- San Diego
- San Francisco Bay Area
- Seattle/Tacoma
- Syracuse
- Washington, DC

UNITED STATES SUMMARY

Year		Single-Family Home Sales (Seasonally Adjusted Annual Rates)		Number of Homes Available for Sale (End of Period)		Months' Supply of Homes on the Market		Median Sales Price of Single-Family Homes	
		Existing	New	Existing	New	Existing	New	Existing	New
1982		1,990,000	412,000	1,910,000	255,000	*	*	$67,800	$ 69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	750,000	1,970,000	361,000	*	*	80,300	92,000
1987		3,526,000	671,000	2,160,000	370,000	*	*	85,600	104,000
1987	Aug	3,410,000	673,000	2,400,000	361,000	8.4	6.6	$86,500	$ 106,800
	Sep	3,430,000	644,000	2,370,000	361,000	8.3	6.9	85,500	106,500
	Oct	3,470,000	653,000	2,570,000	360,000	8.9	6.6	84,600	106,500
	Nov	3,370,000	625,000	2,490,000	362,000	8.9	7.1	85,000	117,000
	Dec	3,330,000	586,000	2,160,000	365,000	7.8	7.6	85,400	111,800
1988	Jan	3,170,000	579,000	2,280,000	368,000	8.6	7.7	$87,400	$119,000
	Feb	3,250,000	648,000	2,640,000	359,000	9.8	6.8	88,100	110,900
	Mar	3,330,000	664,000	2,820,000	372,000	10.2	6.8	87,900	108,900
	Apr	3,520,000	681,000	2,770,000	367,000	9.4	6.6	87,300	111,000
	May^r	3,590,000	681,000	2,740,000	370,000	9.2	6.7	88,800	110,000
	Jun^r	3,820,000	713,000	2,700,000	367,000	8.5	6.3	90,200	112,500
	Jul^r	3,630,000	712,000	2,500,000	365,000	8.3	6.3	90,700	120,000
	Aug^p	3,670,000	713,000	2,510,000	365,000	8.2	6.3	91,300	112,000

r Revised p Preliminary * not applicable

Source: New home sales data from Census Bureau, U.S. Department of Commerce.

UNIT VOLUME

EXISTING SINGLE-FAMILY HOME SALES

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		1,990,000	354,000	490,000	780,000	366,000					
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
1987		3,526,000	685,000	959,000	1,282,000	600,000					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Aug	3,410,000	670,000	860,000	1,290,000	590,000	317,000	68,000	81,000	113,000	54,000
	Sep	3,430,000	670,000	890,000	1,290,000	580,000	296,000	63,000	75,000	105,000	53,000
	Oct	3,470,000	660,000	910,000	1,280,000	600,000	301,000	65,000	73,000	108,000	54,000
	Nov	3,370,000	640,000	890,000	1,260,000	560,000	241,000	43,000	55,000	102,000	40,000
	Dec	3,330,000	640,000	880,000	1,240,000	570,000	220,000	39,000	56,000	86,000	40,000
1988	Jan	3,170,000	610,000	920,000	1,090,000	530,000	191,000	37,000	48,000	73,000	31,000
	Feb	3,250,000	660,000	890,000	1,190,000	520,000	220,000	40,000	66,000	81,000	34,000
	Mar	3,330,000	650,000	880,000	1,230,000	570,000	303,000	53,000	86,000	111,000	52,000
	Apr	3,520,000	670,000	930,000	1,310,000	610,000	322,000	59,000	90,000	120,000	51,000
	May	3,590,000	720,000	920,000	1,310,000	640.000	344,000	65,000	93,000	123,000	60,000
	Jun	3,820,000	740,000	990,000	1,420,000	680,000	379,000	74,000	102,000	133,000	71,000
	Jul^r	3,630,000	690,000	910,000	1,360,000	650,000	331,000	66,000	85,000	122,000	56,000
	Aug^p	3,670,000	670,000	910,000	1,420,000	650,000	363,000	72,000	93,000	134,000	65,000

Components may not agree with totals due to rounding.

r Revised p Preliminary

DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES
(Billions of Dollars)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		$160.2	$ 26.7	$29.7	$ 61.4	$41.8					
1983		225.9	42.1	44.6	84.4	53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
1987		374.8	100.6	72.4	123.5	79.9					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Aug	$368.5	$ 99.9	$ 65.3	$123.1	$80.2	$33.9	$10.1	$ 6.2	$ 10.8	$7.3
	Sep	368.8	98.7	68.1	123.8	78.2	31.6	9.3	5.7	10.1	7.1
	Oct	373.6	100.1	67.1	124.0	82.4	31.9	9.7	5.4	10.4	7.4
	Nov	360.3	96.2	66.3	121.4	76.4	25.9	9.3	4.1	9.8	5.4
	Dec	358.3	95.0	67.0	118.3	78.0	23.5	5.8	4.3	8.1	5.5
1988	Jan	$344.8	$ 89.7	$72.5	$108.0	$ 72.7	$20.8	$ 5.4	$ 3.7	$ 7.2	$ 4.2
	Feb	361.1	97.9	68.6	122.4	72.2	24.0	5.9	5.1	8.3	4.7
	Mar	368.1	97.9	67.5	125.3	79.3	33.5	8.0	6.6	11.4	7.2
	Apr	382.2	101.4	71.9	123.3	83.2	35.0	8.9	6.9	11.8	6.9
	May	398.8	112.0	72.7	129.6	91.3	38.2	10.2	7.3	12.1	8.6
	Jun	441.0	117.0	81.0	146.8	100.5	43.7	11.8	8.3	13.7	10.4
	Jul^{r}	416.8	109.4	73.0	142.2	95.2	38.0	10.4	6.8	12.7	8.2
	Aug^{p}	420.5	106.3	74.2	146.4	94.5	41.6	11.4	7.6	13.8	9.4

Components may not agree with totals due to rounding.
r Revised p Preliminary

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
				Median					Average(Mean)		
1982		$67,800	$ 63,500	$55,100	$67,100	$ 98,900	$ 80,500	$ 75,400	$60,700	$ 78,700	$114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84.000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1987		85,600	133,300	66,000	80,400	113,200	106,300	146,900	75,500	96,300	133,200
1987	Aug	$ 86,500	$135,700	$ 66,500	$ 80,800	$ 115,100	$ 107,000	$148,600	$ 76,400	$ 95,600	$135,100
	Sep	85,500	133,000	66,100	79,500	116,100	106,900	146,900	76,500	96,300	134,700
	Oct	84,600	135,300	63,800	80,200	116,400	106,100	148,800	73,500	96,600	136,400
	Nov	85,000	134,500	64,400	79,200	115,400	106,600	146,700	74,800	96,200	135,800
	Dec	85,400	134,300	65,000	78,700	117,800	107,100	147,600	75,900	95,500	137,000
1988	Jan	$87,400	$131,500	$67,800	$80,700	$117,900	$108,700	$145,800	$78,800	$ 98,700	$137,100
	Feb	88,100	135,600	67,300	84,800	118,600	110,400	147,700	77,200	103,000	138,500
	Mar	87,900	137,800	67,200	83,300	119,200	110,700	150,200	76,900	101,900	140,200
	Apr	87,300	138,200	67,600	81,100	116,200	108,700	150,600	77,300	97,900	136,500
	May	88,800	142,200	69,100	82,600	123,100	111,900	156,500	79,000	98,700	143,500
	Jun	90,200	147,300	70,000	83,800	127,000	115,400	158,800	81,100	103,500	147,700
	Jul^{r}	90,700	144,700	69,500	84,700	125,300	114,800	157,500	80,500	104,200	145,700
	Aug^{p}	91,300	144,800	70,500	84,300	122,000	114,600	157,900	81,600	103,200	144,600

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS
(Percentage Distribution)

Price Class	Aug 1984	Aug 1985	Aug 1986	Aug 1987^r	Aug 1988^p
$ 19,999 or under	2.0	1.7	1.6	1.5	1.7
$ 20,000-$ 29,999	3.5	3.0	2.3	2.4	2.4
$ 30,000-$ 39,999	7.2	6.0	5.0	4.9	4.6
$ 40,000-$ 49,999	10.1	8.9	8.3	7.6	6.9
$ 50,000-$ 59,999	11.8	11.2	10.6	8.9	8.2
$ 60,000-$ 69,999	11.8	11.7	11.6	10.0	8.9
$ 70,000-$ 79,999	10.4	10.3	10.4	9.3	8.8
$ 80,000-$ 89,999	9.1	8.9	9.1	8.4	7.7
$ 90,000-$ 99,999	6.3	6.4	6.6	6.4	6.3
$100,000-$119,999	8.6	8.7	8.7	9.4	9.3
$120,000-$159,999	10.0	12.0	12.0	13.4	13.8
$160,000-$199,999	4.2	5.1	6.0	7.7	8.1
$200,000-$249,999	2.4	2.9	3.5	4.5	5.5
$250,000 and over	2.6	3.2	4.3	5.6	7.8
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$73,500	$77,200	$82,000	$86,500	$91,300

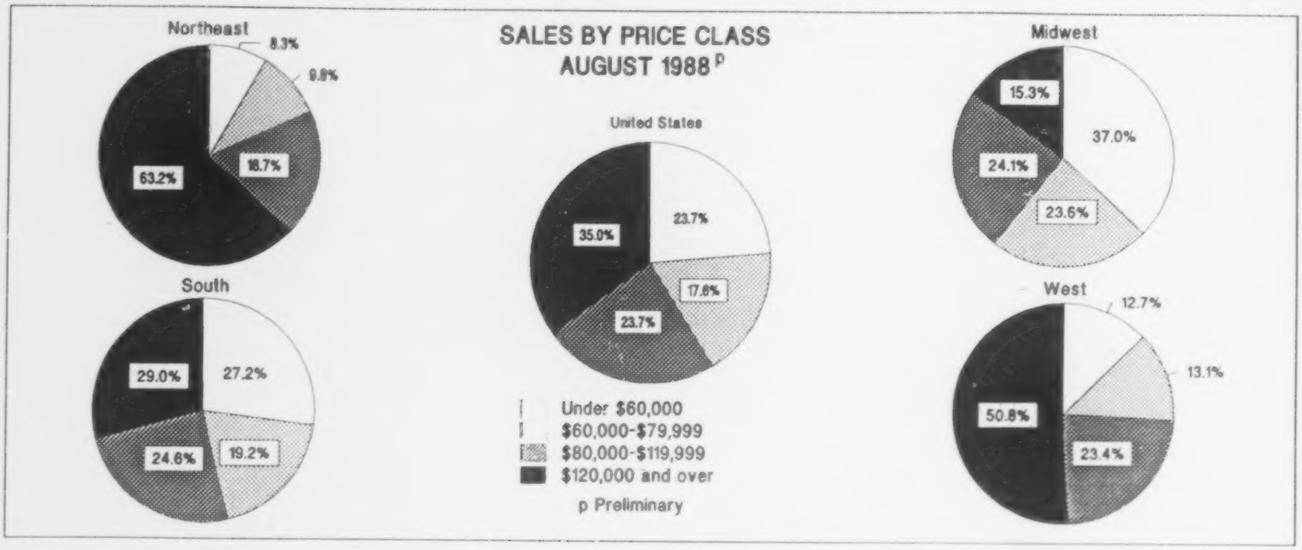
SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS
AUGUST 1988^p
(Percentage Distribution)

Number of Bedrooms	United States	North-east	Midwest	South	West
2 Bedrooms or less	16.7	15.4	18.4	14.0	19.8
3 Bedrooms	54.7	48.3	55.6	59.0	48.7
4 Bedrooms or more	28.6	36.3	26.0	29.0	31.5
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS
AUGUST 1988^p
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	1.7	1.4	2.9	1.4	0.9
$ 20,000 - $ 29,999	2.4	0.8	4.3	2.5	0.9
$ 30,000 - $ 39,999	4.6	1.1	7.3	5.6	1.9
$ 40,000 - $ 49,999	6.9	1.9	10.8	8.1	3.8
$ 50,000 - $ 59,999	8.2	3.1	11.7	9.6	5.2
$ 60,000 - $ 69,999	8.9	4.5	12.4	9.7	6.0
$ 70,000 - $ 79,999	8.8	5.3	11.2	9.5	7.1
$ 80,000 - $ 89,999	7.7	5.3	9.1	8.3	6.7
$ 90,000 - $ 99,999	6.3	5.2	7.1	6.3	6.1
$100,000 - $119,999	9.3	8.2	7.9	10.0	10.6
$120,000 - $159,999	13.8	20.9	8.3	13.4	16.0
$160,000 - $199,999	8.1	15.7	3.5	6.7	10.8
$200,000 - $249,999	5.5	10.6	1.7	4.0	9.4
$250,000 and over	7.8	16.0	1.8	4.9	14.6
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$91,300	$144,800	$70,500	$84,300	$122,000



HOUSING AFFORDABILITY

Year	Median-Priced Existing Single-Family Home	Mortgage Rate*	Monthly P & I Payment	Payment as % Income	Median Family Income	Qualifying Income**	Affordability Indexes		
							Composite	Fixed	ARM
1982	$67,800	15.38%	$702	35.9%	$23,433	$33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1987^r	85,600	9.28	565	22.0	30,853	27,113	113.8	107.1	122.0
1987^r									
Aug	$86,500	9.40%	$577	22.8%	$30,388	$27,588	109.8	101.5	118.7
Sep	85,500	9.25	563	22.1	30,504	27,010	112.9	103.6	121.5
Oct	84,600	9.22	555	21.8	30,620	26,655	114.9	103.7	123.2
Nov	85,000	9.25	559	21.8	30,737	26,852	114.5	103.0	121.5
Dec	85,400	9.20	560	21.8	30,853	26,860	114.9	103.8	120.4
1988^r									
Jan	$87,400	9.24%	$575	22.3%	$30,388	$27,586	112.2	101.5	119.0
Feb	88,100	9.16	575	22.2	31,061	27,611	112.9	103.6	121.5
Mar	87,900	9.14	573	21.1	31,165	27,500	113.3	105.1	121.7
Apr	87,300	9.21	573	22.0	31,269	27,482	113.8	105.4	124.0
May	88,800	9.22	583	22.3	31,373	27,978	112.1	104.4	121.3
Jun	90,200	9.28	595	22.7	31,476	28,570	110.2	100.8	119.4
Julr	90,700	9.32	601	22.8	31,580	29,116	109.5	99.0	118.6
Aug^p	91,300	9.34	606	22.9	31,684	29,071	109.0	98.2	117.3

* Effective rate on loans closed on existing homes – Federal Home Loan Bank Board. r Revised p Preliminary
** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

FIRST-TIME HOMEBUYER AFFORDABILITY

	Starter Home Price	10% Down Payment	Loan Amount	Effective Interest Rate*	Effective I Rate Plus PMI	Monthly Payment	Prime First-Time Median Income	Qualifying Income**	First-Time Buyer Afford-ability Index	Composite Afford-ability Index	Afford-ability GAP (Percent)
1982	$34,400	$5,760	$57,840	15.33%	15.63%	$682	$16,563	$32,721	50.6	69.5	-27.2
1983	59,800	5,980	53,820	12.85	13.10	600	17,109	28,799	59.4	83.2	-28.6
1984	61,500	6,150	55,350	12.49	12.74	601	18,735	28,851	64.9	89.1	-27.2
1985	64,200	6,420	57,780	11.74	11.99	594	19,484	28,507	68.3	94.8	-28.0
1986	68,300	6,830	61,470	10.25	10.50	562	20,400	26,990	75.6	108.9	-30.6
1987	72,800	7,280	65,520	9.28	9.53	552	21,360	36,513	80.6	113.8	-29.2
1987											
I	$71,882	$7,188	$64,694	9.29%	9.54%	$546	$20,640	$26,202	78.8	111.4	-29.3
II	73,072	7,307	65,765	9.27	9.52	554	20,880	26,589	78.5	111.3	-29.4
III	73,185	7,319	65,867	9.37	9.62	560	21,120	26,862	78.6	110.8	-29.0
IV	72,250	7,225	65,025	9.26	9.51	547	21,360	26,268	81.3	115.7	-29.7
1988											
I	$74,517	$7,452	$67,065	9.18%	9.43%	$560	$21,611	$26,904	80.3	114.4	-29.8
II	75,508	7,551	67,957	9.23	9.48	570	21,862	27,381	79.8	114.1	-30.0

* Effective rate on loans closed on existing homes – Federal Home Loan Bank Board r Revised p Preliminary
** Based on current lending requirements of the Federal National Mortgage Association using 10 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1987		361,000	189,000	64,000	78,000	31,000
1987	II	374,000	197,000	65,000	79,000	33,000
	III	370,000	201,000	66,000	73,000	31,000
	IV	340,000	169,000	57,000	81,000	33,000
1988	I	397,000	209,000	64,000	85,000	39,000
	II	389,000	186,000	73,000	81,000	47,000

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Sales)

Year		United States	Northeast	Midwest	South	West
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1987		3,887,000	874,000	1,023,000	1,360,000	630,000
1987	II	4,010,000	900,000	1,050,000	1,400,000	660,000
	III	3,810,000	880,000	950,000	1,350,000	630,000
	IV	3,730,000	840,000	950,000	1,340,000	610,000
1988	I	3,650,000	850,000	960,000	1,250,000	580,000
	II	4,030,000	890,000	950,000	1,420,000	690,000

MEDIAN SALES PRICE OF APARTMENT CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1983		$64,000	$ 61,300	$55,200	$62,000	$ 97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1987		77,800	98,300	61,700	64,100	97,200
1987	II	$77,700	$ 97,400	$59,300	$69,000	$ 95,800
	III	80,300	100,000	65,800	62,900	101,500
	IV	78,300	108,800	58,700	59,100	99,300
1988	I	$81,200	$109,400	$57,700	$65,400	$104,200
	II	83,800	110,300	61,000	66,300	106,300

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
				1987			1988	
	1985	1986	1987	II	III	IV	I	II
Alabama	59.7	60.8	59.7	63.9	57.1	59.2	52.4	50.4
Alaska	10.0	6.1	7.7	7.9	8.9	9.1	8.5	8.0
Arizona	71.7	73.8	67.3	84.4	68.6	65.9	53.4	60.0
Arkansas	49.8	52.8	48.2	52.4	46.8	44.0	39.0	51.2
California*	407.2	484.6	507.0	570.1	507.2	515.1	491.5	439.5
Colorado	49.3	47.5	46.7	50.7	40.2	41.8	38.6	52.3
Connecticut	56.0	52.0	52.5	49.9	54.5	50.8	53.6	61.9
Delaware	12.3	12.9	13.9	14.5	14.0	13.4	12.5	13.9
District of Columbia	9.9	11.6	10.5	10.1	10.4	9.3	11.3	10.2
Florida	151.3	169.4	184.2	186.4	179.8	206.1	168.9	171.1
Georgia	65.1	75.1	89.0	104.9	89.7	81.1	88.7	86.8
Hawaii	7.9	10.0	11.5	12.5	11.4	10.9	11.1	10.7
Idaho	11.5	11.3	10.9	10.6	9.4	11.3	10.9	11.1
Illinois	140.5	179.2	175.3	168.6	191.8	178.2	168.6	178.2
Indiana	90.1	86.1	89.8	99.2	83.5	75.2	83.5	96.1
Iowa	39.5	46.1	48.3	47.8	58.0	44.0	58.0	52.9
Kansas	47.4	54.4	54.4	56.0	49.0	47.9	53.6	48.5
Kentucky	57.7	58.6	64.1	63.4	62.8	78.3	66.0	68.6
Louisiana	44.1	34.0	40.4	39.8	41.2	37.8	33.7	26.8
Maine	27.1	30.8	35.2	39.5	35.1	33.4	30.0	36.9
Maryland	80.9	86.9	78.5	78.9	82.3	83.6	72.0	78.8
Massachusetts	80.5	84.6	100.5	113.7	97.2	100.4	96.0	96.6
Michigan	167.2	186.6	169.6	185.7	151.2	151.2	173.8	183.3
Minnesota	73.9	96.8	89.4	78.2	75.2	75.9	78.2	78.9
Mississippi	35.5	34.2	34.2	36.6	34.7	30.8	28.1	30.0
Missouri	85.8	88.4	88.4	90.4	81.3	83.3	94.5	77.2
Montana	11.1	11.9	11.6	12.4	10.5	12.6	9.7	12.2
Nebraska	24.5	25.5	23.3	26.5	20.3	20.3	26.2	21.3
Nevada	10.0	11.0	12.2	13.0	13.9	11.7	11.5	10.7
New Hampshire	19.3	20.3	19.2	13.4	20.4	22.5	16.8	12.8
New Jersey	148.8	159.6	157.3	169.4	160.5	130.0	148.8	160.5
New Mexico	19.8	19.5	20.0	21.3	19.9	17.1	16.5	21.0
New York	190.7	216.8	223.9	240.9	214.4	195.4	206.8	223.9
North Carolina	123.3	139.2	140.6	149.9	140.4	130.9	135.7	130.9
North Dakota	8.9	9.5	11.2	10.0	10.0	11.1	13.0	10.2
Ohio	162.5	179.9	180.9	189.6	166.4	174.1	185.7	187.7
Oklahoma	46.8	49.4	44.6	43.0	46.1	46.8	44.5	45.3
Oregon	39.3	45.0	48.5	45.4	47.4	50.0	48.0	54.5
Pennsylvania	210.8	258.3	259.5	229.8	286.8	275.7	259.9	261.5
Rhode Island	13.2	13.5	13.4	14.0	14.2	12.6	12.5	16.1
South Carolina	52.6	58.0	60.9	68.3	64.0	58.4	43.8	71.1
South Dakota	11.3	13.2	13.0	13.3	12.6	12.8	14.9	15.9
Tennessee	99.2	112.0	111.2	118.7	112.3	103.6	99.6	102.0
Texas	203.8	198.9	224.3	226.5	234.9	237.8	212.3	223.6
Utah	15.5	14.6	14.6	13.7	13.7	14.0	14.0	14.0
Vermont	9.9	12.4	13.6	15.9	13.1	11.9	16.9	21.0
Virginia	107.2	130.4	113.0	118.0	110.3	107.4	111.4	112.5
Washington	43.8	50.6	43.6	41.9	53.2	39.3	45.4	48.9
West Virginia	37.7	39.7	36.6	31.6	37.8	31.0	55.9	48.9
Wisconsin	65.5	76.9	73.3	76.1	59.8	71.4	65.2	76.1
Wyoming	6.5	6.1	6.0	6.6	4.8	6.1	5.1	6.5

* Provided by the California Association of REALTORS®.

r Revised

METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*

(Not Seasonally Adjusted in Thousands of Dollars)

	Years			Quarters				
				1987			1988	
Metropolitan Area	1985	1986	1987	II	III	IV	I	II
Akron	$ 52.7	$ 56.2	$ 57.1	$ 56.9	$ 57.8	$ 58.1	$ 57.1	$ 60.1
Albany/Schenectady/Troy	60.3	72.7	86.4	86.5	88.6	90.3	87.0	91.1
Albuquerque	76.8	81.6	82.6	82.5	84.4	79.8	79.7	81.6
Orange County(Anaheim/Santa Ana MSA)**	136.2	147.7	166.9	169.8	171.2	174.9	183.8	204.0
Baltimore	72.6	74.0	81.1	76.8	81.9	84.3	83.6	87.3
Baton Rouge	74.6	70.9	67.8	68.1	69.2	65.5	65.7	64.5
Birmingham	64.5	68.3	71.6	72.7	71.6	73.9	73.1	76.5
Boston	134.2	159.2	177.2	176.2	182.2	177.5	176.9	182.9
Buffalo/Niagara Falls	46.7	52.4	56.7	56.8	56.6	59.2	64.1	64.8
Charleston	64.8	n/a	72.7	72.1	74.6	73.2	72.6	73.5
Chattanooga	52.3	55.3	59.0	58.9	58.8	60.3	61.2	63.2
Chicago	81.1	86.1	90.8	90.9	91.2	91.5	92.8	99.3
Cincinnati	60.2	n/a	66.1	65.9	66.9	69.1	66.7	69.6
Cleveland	64.4	66.9	68.1	68.8	68.5	67.6	66.5	69.9
Columbus	62.2	65.5	68.7	67.2	72.7	69.3	66.2	73.4
Dallas/Ft. Worth	87.7	92.8	89.2	90.0	89.3	85.8	85.9	85.5
Denver	84.3	86.4	88.9	88.2	91.0	86.5	83.7	83.4
Des Moines	52.5	55.9	55.6	56.8	56.2	52.1	54.5	58.2
Detroit	51.7	58.1	65.6	66.2	65.9	66.3	71.5	72.3
El Paso	57.6	59.0	59.2	58.0	62.6	58.6	57.8	60.5
Ft.Lauderdale/Hollywood/Pompano Beach	74.6	77.7	79.6	79.7	80.8	80.6	78.6	79.2
Grand Rapids	46.7	50.4	53.5	53.4	54.0	55.7	55.4	58.3
Hartford	99.6	129.0	157.4	157.0	165.4	163.9	166.4	169.0
Honolulu	162.1	172.0	186.0	182.9	190.6	193.3	198.4	198.7
Houston	78.6	69.9	65.9	67.4	67.3	62.8	60.2	63.5
Indianapolis	55.0	59.0	62.5	63.8	62.8	60.7	61.8	66.7
Jacksonville	58.4	62.8	65.1	65.8	66.3	65.2	68.9	67.4
Kansas City	61.4	65.4	69.8	71.1	69.2	68.5	70.9	71.9
Knoxville	58.2	60.3	65.4	66.2	66.1	65.6	66.3	65.5
Lansing	50.3	52.4	54.5	56.0	56.3	53.6	53.4	57.8
Las Vegas	75.1	77.5	77.0	77.9	76.7	76.7	75.7	77.9
Los Angeles Area**	n/a	128.8	139.5	147.5	154.3	153.4	159.9	175.6
Louisville	50.6	51.7	51.7	53.4	53.3	51.5	52.2	54.1
Memphis	64.6	70.6	75.0	76.9	75.2	76.3	77.5	76.8
Miami/Hialeah	80.5	81.1	81.1	84.4	83.5	80.4	78.0	83.5
Milwaukee	67.5	69.9	70.5	71.7	70.9	70.8	72.6	75.3
Minneapolis/St Paul	75.2	77.9	80.5	80.2	80.9	80.6	84.4	84.3
Nashville/Davidson	66.1	70.8	75.5	75.6	75.7	77.2	77.6	78.3
New Orleans	n/a	n/a	n/a	n/a	n/a	74.1	73.0	73.2
New York/Northern New Jersey/Long Island	134.0	160.6	183.5	183.0	190.3	185.1	187.0	194.0
Oklahoma City	64.7	63.0	62.3	65.2	61.4	59.5	56.5	56.9
Omaha	58.3	58.8	59.0	60.0	59.7	57.5	58.3	58.7
Orlando	70.3	72.5	76.2	76.4	72.9	78.7	78.7	77.7
Philadelphia	74.0	82.4	97.0	92.1	104.9	92.6	97.7	101.9
Phoenix	74.7	78.4	80.9	81.4	82.7	80.4	79.0	79.1
Pittsburgh	n/a	n/.a	n/.a	n/a	n/a	n/a	60.9	62.2
Portland	61.5	62.6	64.2	64.3	64.0	66.3	62.9	64.9
Providence	67.5	87.6	121.4	119.7	126.6	127.6	123.3	130.4
Riverside/San Bernadino**	87.3	94.5	98.7	98.3	100.7	101.2	95.5	104.6
Rochester	64.2	68.3	72.5	72.3	74.1	72.8	73.2	73.7
St. Louis	65.7	70.9	74.3	74.7	75.7	73.3	74.1	79.5
Salt Lake City/Ogden	66.7	68.5	69.4	69.5	71.1	67.9	65.3	66.9
San Antonio	67.7	69.2	70.2	72.6	72.1	67.6	63.4	65.2
San Diego**	106.4	118.2	128.8	127.1	132.0	132.6	134.4	142.5
San Francisco Bay Area**	n/a	n/a	171.4	170.0	175.9	176.0	178.8	196.3
Seattle/Tacoma	n/a	n/a	82.6	84.2	82.6	84.2	88.2	93.6
Syracuse	58.8	64.3	68.9	68.1	71.3	70.0	68.1	74.9
Tampa/St.Petersburg/Clearwater	58.4	61.1	63.8	64.9	65.0	63.4	60.2	65.5
Toledo	51.9	56.0	56.3	58.2	56.9	54.7	56.5	59.7
Tulsa	66.7	65.5	65.7	67.4	66.7	63.1	63.5	65.0
Washington, DC	97.1	101.6	114.2	115.0	117.7	121.5	132.4	131.2
West Palm Beach/Boca Raton/Delray Beach	88.3	92.6	102.6	102.9	99.1	102.4	91.5	94.8

n/a Not Available r Revised

* All areas are metropolitan statistical areas (MSA) as defined by the US Office of Management and Budget. They include the named central city and surrounding areas. **Provided by the California Association of REALTORS®.

NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED
(Thousands of Units)

Year		Total	In structures with – –			Regions			
			1 unit	2 to 4 units	5 units or more	Northeast	Midwest	South	West
1982		1,062	663	80	320	117	149	591	205
1963		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
1987		1,621	1,146	66	409	269	298	634	420
			Seasonally Adjusted Annual Rates						
1987	Aug	1,583	1,109	58	416	249	274	639	421
	Sep	1,679	1,211	49	419	255	309	695	420
	Oct	1,538	1,105	67	366	254	251	622	411
	Nov	1,661	1,129	51	481	269	313	648	431
	Dec	1,399	1,035	51	313	222	281	576	320
1988	Jan	1,382	1,016	53	313	306	226	463	387
	Feb	1,519	1,102	59	358	307	259	593	360
	Mar	1,529	1,172	57	300	290	262	572	405
	Apr	1,584	1,093	58	433	265	345	595	379
	May	1,393	1,004	52	337	200	269	562	362
	Jun[r]	1,465	1,092	62	311	241	263	584	377
	Jul[r]	1,485	1,064	51	370	261	290	563	371
	Aug[p]	1,436	1,086	61	289	207	240	565	424

r Revised p Preliminary

Source: Census Bureau, U.S. Department of Commerce.

NEW ONE-FAMILY HOUSES SOLD
(Thousands of houses sold during period)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		412	47	48	219	99					
1983		623	76	71	323	152					
1984		639	94	76	309	160					
1985		688	112	82	323	170					
1986		750	136	90	321	190					
1987		671	117	98	272	186					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Aug	673	112	87	277	197	56	9	8	22	16
	Sep	644	116	77	271	181	52	10	6	22	13
	Oct	653	115	98	245	195	52	10	8	18	16
	Nov	625	154	89	206	176	43	12	6	14	12
	Dec	586	78	99	240	168	37	5	6	16	11
1988	Jan	579	101	94	206	178	43	7	5	16	15
	Feb	664	112	108	264	164	68	11	9	30	19
	Mar	664	114	91	280	179	68	11	9	30	19
	Apr	681	110	94	287	190	68	10	10	28	19
	May[r]	681	101	94	291	195	64	10	10	27	18
	Jun[r]	713	111	92	287	224	64	11	9	25	20
	Jul[r]	712	105	92	286	229	58	9	8	23	18
	Aug[p]	713	107	102	287	217	59	9	10	23	17

Components may not agree with totals due to rounding.

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Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
MONTHS OF AUGUST
(Percentage Distribution)

Price Class	Aug 1984	Aug 1985	Aug 1986	Aug 1987r	Aug 1988p
Under $60,000	20	16	13	9	8
$60,000 to $79,999	30	29	25	20	15
$80,000 to $99,999	19	19	20	18	17
$100,000 to $119,999	8	12	13	11	14
$120,000 to $149,999	11	11	11	16	14
$150,000 and over	12	12	18	26	32
Median Sales Price	$82,000	$83,300	$91,500	$106,800	$112,000

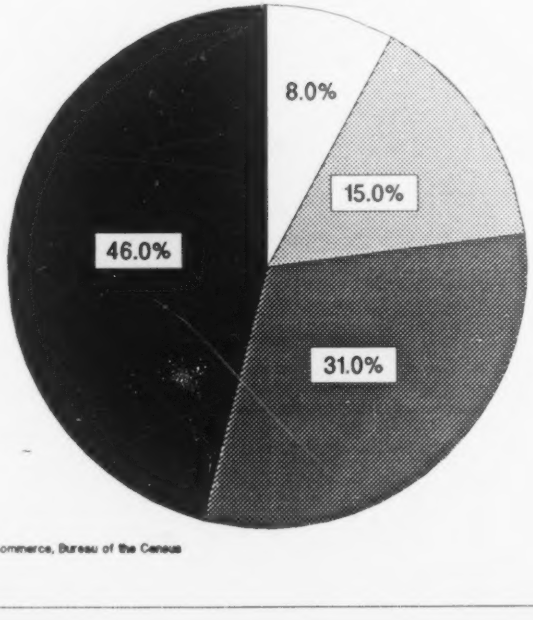
r Revised p Preliminary
Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
SECOND QUARTER 1988p
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
Under $60,000	8	*	10	14	3
$60,000 to $79,999	16	*	20	26	9
$80,000 to $119,999	30	13	37	28	36
$120,000 and over	46	65	33	32	53
Median Sales Price	$112,400	$152,900	$99,900	$89,100	$124,000

* Insufficient Sample Size
p Preliminary
Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
AUGUST 1988 p
(Percentage Distribution)



Source: U.S. Department of Commerce, Bureau of the Census
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